Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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1	3	BIELEFELD	1	3	4	3	PARIS	1	4
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Trade and Industry

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Front cover photograph

John Gibson & Son Ltd. of Edinburgh recently secured a contract for 150 garbage vehicles for Iraq. This contract, valued at over £500,000, is believed to be the largest such contract ever placed. This illustration shows a consignment ready to leave the factory.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	This week
Catering trades turnover (M)	13 Jan. 1971
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	16 Dec. 1970
N. Ireland (M)	23 Dec. 1970
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	13 Jan. 1971
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	23 Dec. 1970
Film industry:	
British Film Fund Agency returns (M)	13 Jan. 1971
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	23 Dec. 1970
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufacturers (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	13 Jan. 1971
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	13 Jan. 1971
Hairdressing trades turnover (M)	13 Jan. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	13 Jan. 1971
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	23 Dec. 1970
N. Ireland index (M)	30 Dec. 1970
Wales index (Q)	23 Dec. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	13 Jan. 1971
Machine tools deliveries and orders (Q)	16 Dec. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	13 Jan. 1971
Volume of production (M)	13 Jan. 1971
Motor industry:	
Car and commercial vehicle production (M)	6 Jan. 1971
Motor trades turnover (M)	13 Jan. 1971
Office development permits (Q)	30 Dec. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	30 Dec. 197
Retail trades:	
Index nos. (M)	13 Jan. 1971
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	23 Dec. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	30 Dec. 1970
Cotton production (M)	6 Jan. 1971
Hosiery production (M)	23 Dec. 1970
Wholesale houses sales (M)	This week
Wool exports (Q)	25 Nov. 1970
Wool output (M)	6 Jan. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	13 Jan. 1971
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	This week

Department of Trade and Industry Organizations, etc.

Subjects	Last Published
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	This week
Half-yearly index – July to October 1970	9 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	This week

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ADVERTISEMENTS

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2, 3, 4 February, 1971—ROYAL GARDEN HOTEL, LONDON W8

1st DAY TUESDAY 2 FEB.

TRADE & COMMERCIAL POLICIES

09.45 THE KEYNOTE ADDRESS
The EEC and the world economy
Dr Johannes Linthorst Homan, Chief Representative in the United Kingdom of the Commission of the European Communities

11.15 **Harmonisation of legal and fiscal provisions in the EEC**
Theodore Vogelaar, Director General of the Department of Legislative Harmonisation of the Commission of the European Communities

Luncheon Guest Speaker
The Rt Hon John Davies, MBE, MP, Secretary of State for Trade and Industry

14.00 **Progress in integration of economic policies**
Dr Dietrich Maltzahn, Head of the Industrial Study Division of the Commission of the European Communities

15.00 **Organisation of trade within the EEC**
Dr Albrecht Düren, Director General of the Association of German Chambers of Industry and Commerce

16.20 **Open Forum**

2nd DAY WEDNESDAY 3 FEB.

FINANCE AND INVESTMENT

09.30 **Monetary policy**
Giampietro Morelli, Secretary of the Economic and Finance Committee of the Commission of the European Communities

11.15 **The capital market**
Denys Oppé, MBE, BA, Director, Kleinwort, Benson Ltd

Luncheon Guest Speaker
to be announced

14.00 **What happens to sterling?**
Sir Maurice Parsons, KCMG, Director, Bank of London & South America Ltd

15.00 **Insurance**
Mark King, Director and General Manager of the Commercial Union Assurance Co Ltd

16.20 **Open Forum**

3rd DAY THURSDAY 4 FEB.

INDUSTRIAL POLICY

09.30 **Labour and Social Security**
Victor Feather, CBE, General Secretary, Trades Union Congress

11.15 **Industrial policy of the EEC**
Robert Toulemon, Director General of the Industrial Affairs Division of the Commission of the European Communities

Luncheon Guest Speaker
Viscount Caldecote, DSC, Chairman, BNEC Export Council for Europe

14.00 **Likely taxation changes**
Sir Arnold France, KCB, Chairman of the Board of Inland Revenue

15.00 **Research and development**
Pierre Bourguignon, Head of the Planning and Implementation Section of the Research Division of the Commission of the European Communities

16.20 **Open Forum**

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Morocco—a look ahead

By E. H. Noble, MBE, First Secretary (Commercial), Rabat.

THE LAST ARTICLE in the *Board of Trade Journal* on the Moroccan market appeared in June 1968. At that time Morocco was at the beginning of a new period of economic planning: 1968 was the first year of the Five Year Plan (1968-1972). The main emphasis of the current plan is on agricultural development (including dam building and irrigation) which is absorbing one third of total capital investment under the Plan. Tourism and education and vocational training are other priority sectors. Initially the Plan provided for a total public sector investment of DH. 5050 million (£420 million) but this figure has since been adjusted upwards to DH. 6169 million (£514 million), with the bulk of the increased expenditure being allocated to the irrigation, agricultural and transport sectors. Progress and expenditures under the Plan have more or less kept pace with projections. In 1968 and 1969 the average rise in GDP was 6 per cent whilst the rise for 1970 is estimated at 4½ – 5 per cent (the Plan target is an annual average of 4½ per cent).

The composition of Morocco's imports has been steadily shifting in favour of capital equipment goods and semi-finished products. These two categories accounted for about one half of total imports in 1969. In the first half of 1970 the value of capital goods imported was about £37½ million which represented an increase of 40 per cent compared with the same period in 1969. This trend reflects the stepped-up Goverment investment programme in keeping with the objectives of the Five Year Plan and the requirements of an expanding manufacturing sector.

The current Five Year Plan comes to an end next year and thought is now being given to developments in the years beyond 1972. There are already some indications of trends, and in some cases projects, for the post-1972 period. The projects and schemes mentioned below are in many cases far from firm: much will depend for example on the means available for external financing. They do however provide guide-lines for the pattern of economic development over the next several years.

Hydraulics and irrigation

The construction of dams will continue and considerable attention and expenditure will be devoted to the consequent development of irrigated areas.

A major project in the sector of irrigation and agricultural development is that for the development of the basin of the Sebou river. It is expected that the completion of the overall programme will take about 25 to 30 years and cost in the region of $400-$500 million (£166-£208 million). The first phase of this huge programme has recently got under way and is being partly financed by a $46 million (£19 million) loan from the World Bank. This first phase, which it is estimated will be completed in 1977, includes the construction of a dam and reservoir on the Inaouene Valley (work is already under way on the dam), land preparation and the construction of new irrigation and drainage systems, the improvement of roads and crop processing facilities and measures to improve rainfed and irrigated land agriculture.

Tourism

Tourism is one of the priority sectors of the present Plan and 1968 and 1969 were years of rapid growth for the tourist industry. Estimates for 1970 show that a further 15 per cent increase was achieved. It now seems probable that the target of one million visitors a year by 1972 will be reached. It seems certain that tourism will be a growth industry for several years yet and the Ministry of Tourism and the Moroccan National Tourist Office are laying plans for the construction of a further 40,000 beds of hotel accommodation during the period 1973-1977, involving an estimated foreign currency expenditure of about £24 million.

Industrialization

The current Plan gives pride of place to irrigation and agriculture and as I have said agriculture will continue to be a major preoccupation of Moroccan development planning. In the next few years however, more attention than hitherto is likely to be paid to industrial development (a stimulus here could be Morocco's agreement with the EEC which permits duty free and quota free entry into Common Market countries for Moroccan industrial products).

CASABLANCA INTERNATIONAL FAIR, 1971

The 24th Casablanca International Fair – to be held from April 26 to May 13, 1971 – will offer a good opportunity for British businessmen to visit Morocco and see at first hand the opportunities this market affords. Over 20 countries, including all Morocco's major trading partners will be participating in this biennial trade event. It will feature a British exhibition of transport and agricultural equipment, as well as other products from Britain. This is being mounted by members of the British Chamber of Commerce for Morocco in collaboration with the Embassy and the Consulate-General in Casablanca whose commercial officers will man a Trade Enquiry Centre there.

Projects already under consideration for realization during the post-1972 period include one to build a small steel-making plant using a direct reduction process, to produce about 240,000 tons a year, at Nabor in north-eastern Morocco near to the State-owned iron ore mines. Studies on this project are being carried out by the Austrian firm Austroplan.

The vehicle assembly industry has developed steadily in recent years. In 1969 a total of nearly 25,000 vehicles (cars, commercial vehicles and tractors) were assembled. This is reflected in the increase in recent years of the imports of consumer durables which in 1969 rose 11 per cent over the 1968 figure: most of the increase was attributable to CKD vehicles and parts.†

Several other future industrial projects are under discussion involving the processing of Morocco's agricultural products. These include one for the addition to a number of existing sugar mills of plants for the extraction of sugar from molasses. Another is a project for the manufacture of artificial fibres from esparto grass.

Mining

In 1969 the mining sector accounted for just under 5 per cent of Morocco's GDP but contributed 32 per cent of Moroccan exports.

† Studies are about to begin on the possibilities for extending the range of locally manufactured components for the vehicle assembly industry.

MOROCCO – A LOOK AHEAD, *continued*

Rock phosphate makes up more than 70 per cent of the total value of mining output. Phosphate production in 1970 was more than 11 million tons. A substantial project is under study at present for the manufacture of phosphoric acid and monammonium phosphate. The consultants for this project are the Danish firm Haldor Topsoe. Depending on the outcome of the studies work may begin on the project in 1971.

The remaining 30 per cent of mineral output and export is made up of a variety of mineral ores. These include iron ore, coal, manganese, lead, zinc and of less importance pyrrhotine, cobalt and copper. Production of these minerals has in general been declining. Early in 1970 steps were taken by the Government to encourage further mining activity by extending some of the provisions of investment code to the mining sector and by reducing the export tax for certain minerals.

The Moroccan Government, through the state mining bureau, Bureau de Recherches et de Participations Minières (BRPM) has a substantial participation in the various mining operations in Morocco and the BRPM has at present under consideration, for execution in 1972 and beyond, a number of mining projects, for example, concerning salt, copper, lead, silver and fluorine.

Fishing industry

Plans for the modernization of the fishing industry (which is supported by a well-developed canning and fish processing industry) have been drawn up by the Office National des Pêches. They include proposals for the re-equipment of the Moroccan fishing fleet through the construction or purchase of about 60 vessels of various types, the conversion of local shipyards and the provision of additional freezing plant and cold storage facilities. The proposals envisage considerable foreign investment on which the purchase of vessels and equipment will be largely dependent.

Infrastructure

Morocco is fortunate in already possessing good ports, a comprehensive road network, a developed railways system and communications but the demand of economic development means that provision must be made to keep pace. Thus for instance, the port of Safi, one of the outlets for the phosphate industry will need to be extended and it is intended also to develop further the port of Tangier. Substantial expenditure is also projected for the State Railways for the post-1972 period. For example, a figure of about £13 million for foreign currency expenditure has been quoted for the acquisition of locomotives.

Consultancy services

Morocco's programme of development will continue to require the professional services of consultants in a variety of sectors: hydraulics, tourism, industrial planning, agro-industry, mining. In particular, the time around the beginning of the next periodic economic development plan is likely to be especially intensive for consultancy work. From time to time the Moroccan authorities advertise internationally for consultants for major projects but the bulk of consultancy work lies in a multiplicity of smaller projects, work which inevitably is picked up by firms established in Morocco. Most such firms, not surprisingly, are French but others are working in Morocco and these include American, Swiss, Danish and Dutch firms. A mission from the British Consultants Bureau visited Morocco in 1969 and the Mission's report included the following observation, 'Much the most effective way of gaining entry to the Moroccan field of work is by the establishment of local offices.'

Tackling the market

For many British exporters the Moroccan market is unfamiliar and seemingly difficult to break into. Similarly importers and buyers in Morocco all too often still have little acquaintance with British products. Britain's share of Moroccan imports in 1969 was just over 5 per cent (compare with France 30 per cent and West Germany nearly 10 per cent). However Morocco has no preferential system of tariffs and so British goods in that respect are on the same footing as goods from other sources. Moreover, since the extension of the liberalized import regime in 1970, about three quarters of all imports are admitted without licence and without quota restriction. Remaining imports are subject to import licencing and restricted within global quotas. The provisions of the 1969 agreement between Morocco and the EEC do not include any discriminatory tariff concessions for imports from Common Market countries though in some of the global import quotas a proportion of the quota (for some items a substantial proportion) is reserved for imports from the Six. This does not however appear to have a significant effect on United Kingdom trade with Morocco.

A good agent can obviously help the exporter in the market. The private sector plays a major role in commerce and even the state organizations and Government departments almost invariably prefer to work through local agents. (Casablanca is the main commercial centre of Morocco and the city where almost all commercial representatives and agents are based.)

Of prime importance is the study of local conditions in the market by British firms wishing to sell here. Both for firms wishing to prospect the market and for those who already have an agent here it cannot be stressed too much how important it is for someone from Britain to visit Morocco and study the market at first hand. We would welcome many more British business visitors and the Commercial Staffs at the Embassy and the Consulates-General (Casablanca and Tangier) will be pleased to offer their assistance to visitors with advice on the local market and by arranging introductions and appointments.

It is important that if at all possible the visitor should speak French – not only because of practical linguistic difficulties, but also because of the impression given and impact made – though a non-French speaker is better than no visitor at all.

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Chancellor describes Government economic strategy

A 'FIVE-STRANDED STRATEGY' to achieve the four aims of economic policy was described by Mr. Anthony Barber, Chancellor of the Exchequer, on January 11. Mr. Barber, who was speaking at the annual dinner of the Birmingham Chamber of Commerce, said that the problem which faced every Chancellor of the Exchequer was to achieve simultaneously a reasonable rate of growth, full employment, a satisfactory balance of payments and stable prices. The five main themes of the Government's economic strategy were the reduction, reform and simplification of taxation; the promotion of personal savings; the provision of a more vigorous and competitive climate for companies; the reform of industrial relations and a more selective approach to the social services.

Speaking on competition, the Chancellor said: 'However painful the competitive process is, it must be recognized that industry must either be stimulated by competition or ruled by state control. And we believe that competition is best for freedom and for efficiency. We have recently stated how we propose to strengthen the Monopolies Commission and review the restrictive trade practices legislation so as to make British industry more competitive.'

'We all know the great contribution that small firms make to our national output,' he continued. 'But they have a further significance. There is a tendency for any large organization – one knows it well in Government – to become cumbersome, unadventurous, insensitive. In industry, fortunately, the competition of small firms also serves the invaluable function of keeping the big corporations on their toes. I am therefore awaiting with much interest the report of the Bolton Committee on Small Firms, and I will study with particular care what they have to say about this important sector of the economy.

Speaking on depreciation allowances, Mr. Barber explained why the Government had decided to change the system. The vast amount of public money previously spent on investment grants simply did not justify the expenditure, he said. 'Indeed, the rate of increase of manufacturing investment in real terms was lower in the four years after the grants came in than in the previous four years. The new system will have three major advantages. First, the allowances only go to firms which are making profits. So there will be less risk of encouraging uneconomic investment and wasting public money. Second, we have improved the position of the service industries which were heavily discriminated against. Third, the new scheme will require much less form filling by industry, and the Government will save a staff of about 1,000 civil servants.

'So with a more straightforward system of incentives, and with the reduction in corporation tax, I am trying to move towards a system in which companies are left free to get on with their jobs, and in which more of the rewards will go to the successful. Yet it is the essence of such a system that there are no prizes for doing badly. If firms and enterprises fail, it will be no use their turning to the Government for help on the assumption that help will be automatically forthcoming.

'The most important reason why our industry must be efficient and competitive is the challenge we face from Europe – a challenge which we face whether we go into the Common Market or whether we stay out. By the end of this year I hope that we will have negotiated terms which will enable us to become a member of the European Community. And if we do succeed in the negotiations, this will provide us with immense new opportunities. It will also mean more competition. You will all have worked out what it will mean for your particular business, but for every one there is one message that is the same – that in a European competitive setting there will be little scope for the inefficient. If I did not believe that British industry was equal to the challenge, I would not be the firm advocate of entry which I am. Those who doubt our ability to compete in the industrial market of Europe evince a lack of confidence which is not borne out by the facts.'

Exchange control: foreign currency borrowing

HM TREASURY have announced that exchange control rules have been amended with effect from January 12, 1971 to curtail the growth of short-term foreign currency borrowing by United Kingdom residents (mainly companies) to finance expenditure in the United Kingdom. In future permission for such borrowing will normally be given only when the borrowing is for a period of at least five years. In addition, and as a corollary, permission will not normally be given for United Kingdom residents to borrow sterling (or other Sterling Area currency) from outside the Sterling Area.

Specific application must in future be made to the Bank of England for *all* new foreign currency borrowing. Outstanding borrowings and authorizations to borrow are not affected. Arrangements for foreign currency borrowing to finance overseas investment are also not affected. United Kingdom exporters will continue to be permitted to borrow foreign currency in order to finance credit to overseas buyers on goods exported.

Chancellor's comment

Commenting upon this measure in a speech to the Birmingham Chamber of Commerce on January 11 (*see also above*), Mr. Anthony Barber, Chancellor of the Exchequer, said that it would help to maintain the right degree of restraint in our monetary policy. 'Borrowing by companies of foreign currency to finance expenditures in this country has been growing fast,' he said, 'and was threatening to undermine the impact of the tight monetary policy which our situation requires.

'Much of this type of borrowing has recently been for shorter terms, so this new requirement will curtail its growth. In considering the details of this change I have had very much in mind the matter of industrial investment, and where companies arrange foreign currency borrowing for more than five years then permission will still be given on the same basis as before. On the whole it is a sound principle that industrial investment should not be financed by means of very short term borrowing.

'This new requirement is right also from the point of view of our external position. Of course short term borrowing does help to increase our reserves or enable us to repay official debt: but it does so only at the cost of accumulating short term liabilities which would be potentially volatile.'

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addresse may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Anglo-Soviet Commission to examine possibility of joint R & D ventures

THE FIRST meeting of the Permanent Soviet/United Kingdom inter-Governmental Commission for Co-operation in the Fields of Applied Science, Technology, Trade and Economic Relations (the Joint Commission) took place in London from January 12-15.

The United Kingdom group was led by Mr. John Davies, Secretary of State for Trade and Industry, who also presided. The Soviet group was led by Academician V. A. Kirillin, Vice-Chairman of the USSR Council of Ministers, Chairman of the State Committee for Science and Technology of the USSR Council of Ministers.

In accordance with the Joint Commission's Terms of Reference, the meeting reviewed the progress of the Agreement for co-operation in the Fields of Applied Science and Technology of 1968 and the Long Term Trade Agreement of 1969, and examined prospects for future co-operation in applied science, technology, trade and economic relations.

Under the agreement for co-operation in the Fields of Applied Science and Technology of 1968 the Commission heard reports on the progress of the joint working groups set up under that agreement, and noted with approval the extent to which the work of these groups had facilitated direct contact between firms in the United Kingdom and organizations in the Soviet Union.

The Commission undertook to afford all assistance to the working groups in identifying practical areas of co-operation and with a view to achieving mutually beneficial results.

In particular the Commission agreed to examine the possibility of joint research and development ventures in the areas of superconductivity power transmission lines, production of proteins from *n*-paraffins and the design of plant for this purpose, automated sprinkler irrigation systems for grain and fodder crops, articulated lorries powered by gas turbine engines.

There was an exchange of views on recent trends in trade between the two countries. The desirability of increasing this trade was recognized, as were the particular trading objectives of both parties.

The Commission noted that a number of major projects based on economic and industrial co-operation between the two parties were under consideration by the appropriate organizations on both sides. Included in these schemes are an iron mine, and the construction of an iron-ore pelletization plant in the USSR, copper and nickel projects, and containerization.

The meeting of the Joint Commission took place in a businesslike atmosphere and in a spirit of mutual understanding. Both sides emphasized the importance of technological and commercial exchanges in relations between the USSR and the United Kingdom, and agreed to devote further efforts to their development on a basis of mutual advantage.

It was decided that the second meeting of the Joint Commission would be held in Moscow at a date to be agreed between the two parties.

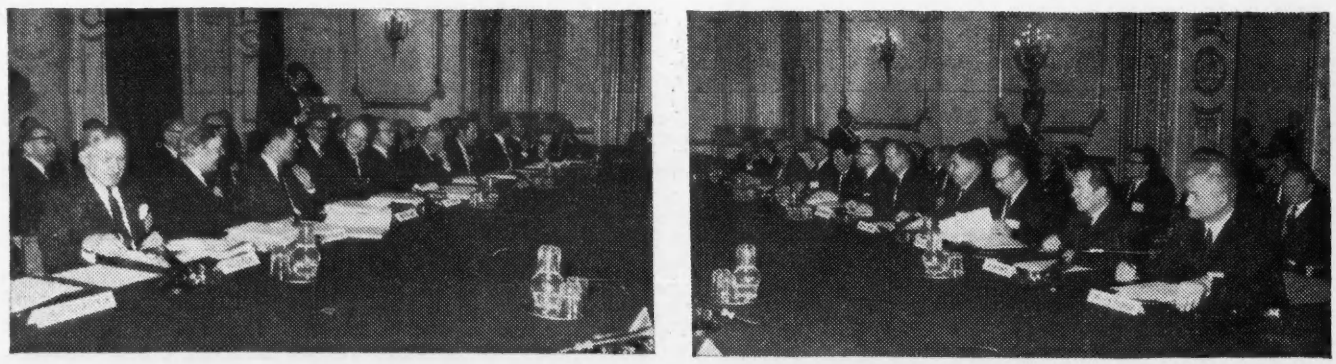
UK/USSR Joint Commission

UK Delegation

Mr. John Davies,	Secretary of State for Trade and Industry.
Mr. Geoffrey Rippon,	Chancellor of the Duchy of Lancaster.
Mr. A. Grant,	Parliamentary Under-Secretary of State for Trade, Department of Trade and Industry.
Sir Thomas Brimelow,	Foreign and Commonwealth Office.
Sir Duncan Wilson,	HM Ambassador, Moscow.
Sir Solly Zuckerman,	Cabinet Office.
Mr. B. E. Bellamy,	Department of Trade and Industry.
Mr. A. H. K. Slater,	Department of Trade and Industry.
Mr. E. J. Partridge,	Confederation of British Industry.
Mr. W. O. Campbell Adamson,	Confederation of British Industry.
Sir John Stevens,	Chairman, East European Trade Council.

Soviet Delegation

Academician V. A. Kirillin,	Vice-Chairman of the USSR Council of Ministers, Chairman of the State Committee for Science and Technology of the USSR Council of Ministers.
Mr. V. A. Kotelnikov,	Vice-President of the USSR Academy of Sciences.
Mr. M. R. Kuzmin,	Deputy Ministry of Foreign Trade of the USSR.
Mr. M. I. Misnik,	Deputy Chairman of the USSR State Planning Committee.
Mr. D. N. Pronsky,	Member of the State Committee for Science and Technology of the USSR Council of Ministers.
Mr. N. N. Sofinsky,	Deputy Minister of Higher and Secondary Special Education of the USSR.
Mr. V. N. Sushkov,	Head of the Directorate in the USSR Ministry of Foreign Trade.
Mr. Y. V. Yushin,	Member of the Collegium of the USSR State Committee for Supply.
Mr. E. N. Makeev,	Head of the Second European Department of the USSR Ministry of Foreign Affairs.
HE M. N. Smirnovsky,	Ambassador of the USSR to the United Kingdom.
Mr. V. M. Ivanov,	Head of the USSR Trade Delegation in the United Kingdom.
Mr. A. I. Akimov,	Counsellor of the USSR Embassy in the United Kingdom.



Members of the United Kingdom/USSR Joint Commission Technology and Trade at their first meeting, held in London last week. The UK delegation is on the left; the Soviet delegation on the right.

Sir John Eden speaks of valuable role of small firms

THE NEED to strengthen the structure of British industry by enlarging the number of medium-sized companies was stressed by Sir John Eden, Minister for Industry, Department of Trade and Industry, addressing the Southern Region Branch of the Engineering Industries Association on January 13. Sir John said that by pooling their resources, many businesses in this country would be better placed to meet the need to invest in new plant more thorough research and more sophisticated management which competitive realities demand.

'But there is no virtue in size itself,' continued the Minister, 'The strength of any company lies chiefly in the quality and drive of the men who serve it. That is why we place so much stress on the value of the smaller business. Because there is something specially individual and personal about a small firm, there is also something of immense national significance about its creation and development. Setting up a business is an example of personal initiative and enterprise of the highest order. It involves faith in one's self, in one's ideas and in one's readiness to accept a high degree of personal risk; it is the essence of free enterprise.'

Sir John said that even if one accepted that small firms were necessary and essential to our economy, one must ask whether small firms were in themselves a significant element in the economy or were of value because of their potential to become bigger. A familiar statistic asserted that roughly 50 per cent of our exports were attributable to only some 100 large company groups. This was sometimes taken to indicate that only big firms really counted but it also indicated that 50 per cent – or exports worth £3,500 million a year – were made by firms outside the biggest category.

He went on: 'It is certainly not the Government's view – and I would emphasize this very strongly – that size is a necessary guarantee of efficiency and competitiveness. Large scale enterprises, whether in the private or the public sector, often have a management structure so rigid as to make them unwieldy and place them at a serious competitive disadvantage. In certain manufacturing fields, particularly where the products are specialized, only small firms may have sufficient management flexibility to exploit the market potential fully; this is true in fields as diverse as light engineering and clothing. Because of their management flexibility, small firms are capable of taking special orders and of fulfilling rush orders which the larger firms could not possibly fit in to their production schedules.

'It is in any case too easy to take size at its face value. In many cases, behind the large leading exporters and manufacturers are small firms supplying components and services, without which the large firm could not function efficiently.

'Small firms are above all important in creating competition as new entrants to industrial fields. We know comparatively little about the process of innovation but it is clear that the small firm has an important role here. Some of the most striking achievements of modern technology are to the credit of small firms: transistors, xerography and tape recording are examples. While in the service trades, as widely recognized, small firms have demonstrated their efficiency and ability to adapt to changing circumstances.

'But because so little is known in detail about small firms and their problems, the Committee of Inquiry on Small Firms, chaired by Mr. John Bolton, was set up with wide terms of reference that would enable it to study the whole field thoroughly and in depth. The Committee is now well advanced in its work and has received a vast quantity of evidence from trade and professional associations, Government Departments and small firms themelves. The report is expected in the spring and will then be made public.'

Area Gas Board re-appointments

MR. JOHN DAVIES, Secretary of State for Trade and Industry has authorized the re-appointment of the following part-time members of Area Gas Boards:

North Eastern Gas Board – Mr. W. Armstrong.
East Midlands Gas Board – Mr. J. Anstey.

Domestic Coal Consumers' Council appointment

THE SECRETARY of State has authorized the re-appointment of Mr. F. L. Waring, chairman of the Coalite Group of Companies, as a member of the Domestic Coal Consumers' Council.

Appointment of Assistant Official Receiver

THE DEPARTMENT of Trade and Industry announce that Mr. William Begley has been appointed an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry, Warwick, Dudley, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich and Wolverhampton with effect from January 11.

Wellbar House, Newcastle upon Tyne. A display mounted by Central Office of Information on behalf of the Department of Trade and Industry showing some well-known trademarks of firms who have taken advantage of the inducements offered to move to the Northern Region. The products of 40 firms are on display, illustrating the wide range of products made by the newcomers to the region, from diesel engine components to dresses and from Portland cement to 'Pop' records.

Amendments to the consolidated list subject to security export control

THE FOLLOWING AMENDMENTS should be incorporated in the complete list which was published in the *Board of Trade Journal* of October 8, 1969, pages i-xvi, and subsequently amended on December 24, 1969, and July 8, 1970.

Group F.	**Electronic equipment including communications and radar.**
1501	In the asterisked note beginning *'Applications for licences .....'* under sub-item (b)(i)(2) *delete* sub-paragraph (*b*) reading *'does not incorporate equipment embargoed by Items IL 1545(a), IL 1564 or IL 1565'* and substitute *'does not incorporate equipment embargoed by Item IL 1565'*.
Group G.	**Scientific instruments and apparatus, servomechanisms and photographic equipment.**
1568	*Delete* sub-item 1568(k) and re-letter sub-items (l), (m) and (n) as (k), (l) and (m).
1585	*Add* the following new sub-paragraph: (h) high speed plates having an intensity dynamic range of 1,000,000: 1 or more.

New survey of EFTA trade published

IN 1969, for the second year running, the combined external accounts of the EFTA countries recorded a reduction in the trade deficit as well as an increase in the invisibles surplus. The result was a change from a combined current account deficit of US$339 million in 1968 to a surplus of US$1,193 million in 1969. There was little change in the pattern of trade of the EFTA countries, and trade between the Scandinavian countries and between the United Kingdom and these countries continues to account for the major share of intra-EFTA trade. The United Kingdom remains the most important trading nation in EFTA in intra-area trade, trade with the EEC and trade with countries outside Western Europe.

The trade integration of the EFTA countries, which had marked time in 1968, resumed in 1969. In the first 10 years of EFTA's existence, intra-EFTA exports rose at an average annual rate of 11.1 per cent, whilst the annual rate of growth of EFTA's exports to the EEC over the same period was 8.6 per cent and to the United States 7.1 per cent.

These are some of the main findings of *EFTA Trade* 1969 now available. As in previous editions the latest trade study is fully illustrated with diagrams and tables and includes a comprehensive statistical appendix covering a wide variety of aspects of the trade flows of the EFTA countries. In addition, for the first time, the latest issue contains an extensive study of trade in those agricultural goods which were not included in EFTA's programme for removing tariffs.

Copies of *EFTA Trade* 1969 are available free of charge from the EFTA Information Centre, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

'Made in Britain' 200 programmes and five years old

AN INTERVIEW with Mr. Gordon Booth, director of the Department of Trade and Industry's Export Services Division, was one of the features billed for the 200th edition of BBC-TV's 'Made in Britain' on January 17.

Mr. Reg. Abbiss, the BBC's industrial correspondent, narrated this birthday edition, 'Selling British'. During the past 199 programmes 'Made in Britain' has examined the export activities of more than 350 British firms.

Export of eggs

IN A WRITTEN REPLY to a question in the House of Commons on January 13, asking whether he could now announce the result of his discussions with overseas Governments about the restrictions on the export of eggs from the United Kingdom, Mr. James Prior, Minister of Agriculture, Fisheries and Food, said: 'Yes, Sir. Restrictions were imposed in 1957 upon exports of eggs from the United Kingdom to the traditional markets of the Netherlands and Denmark, in view of the heavy subsidies then payable upon eggs produced in this country. Circumstances have greatly changed in the intervening 13 years and we will shortly be moving to a free market in eggs. Following discussion with the Dutch and Danish authorities, I have decided that the restrictions are no longer necessary, and I have asked my right hon. Friend the Secretary of State for Trade and Industry to remove the controls with effect from February 1.'

Iron Casting Industry Scientific Research Levy

THE MINISTER for Industry, Sir John Eden, laid before Parliament on January 14 a draft Statutory Order regulating the Iron Casting Industry Scientific Research Levy, entitled 'The Iron Casting Industry (Scientific Research Levy) Order 1971.'

The purpose of this new Order, which replaces the existing one, is to increase the yield of the Levy, the income from which is paid over to the British Cast Iron Research Association. The Levy forms the greater part of the industrial income of the Association, on which a pro rata grant is paid by the Department of Trade and Industry.

The yield of the Levy has in recent years remained virtually stationary, while the costs of carrying out research have steadily risen. It is estimated that an increase of about 44 per cent is required, and the new rates of the Levy have been devised to yield this.

The new Statutory Order has been laid before Parliament for approval by Resolution of both Houses, and is intended to come into operation on March 1, 1971, but the new rates of payment, which are based on activity in the quarter before they become due, will be payable only in the levy period starting on April 4, 1971.

The principal changes to be introduced by the new Order are:

(a) the present charge based on the number of people employed will be replaced by a charge based on emoluments paid and yielding a larger income.

(b) the charge computed on output of iron castings will be raised, and expressed in decimal currency in terms of metric tons of output.

The Levy Orders are made under Section 9 of the Industrial Organisation and Development Act 1947, which requires the Secretary of State to consult organizations appearing to him to represent employers and employees. He has consulted the Council of Ironfoundry Associations, the Confederation of Shipbuilding and Engineering Unions, the British Steel Corporation and the British Cast Iron Research Association.

Decimalization: abolition of 2d. stamp duty on cheques

THE Board of Inland Revenue has issued a statement on the abolition of the 2d. stamp duty on cheques as from February 1. Claims for repayment of duty paid in respect of cheques not expected to be used by February 1 can only be met if made before that date. Claims relating to embossed stamps with the wording 'Stamp Duty 2d. paid' should be made to an Inland Revenue Stamp Office and the cheques surrendered. This does not however apply to duty on the cheques most commonly in use, which bear a printed medallion with the words 'Stamp Duty paid' and are issued by banks under special arrangements with the Inland Revenue; claims in respect of these cheques are a matter for the bank concerned.

Post Office plans for decimalization

POST OFFICE PLANS for D Day are described in a special issue of the Decimal Currency Board's *Newsletter*. Overall charges for calls from telephone coinboxes will be reduced on decimalization. Coinboxes will be converted to accept 2p and 10p coins, and the minimum charge will become 2p (4.8d.); conversion is expected to take about six weeks.

The *Newsletter* explains that decimal telephone charges are not always the exact equivalent of previous £sd charges. Where changes have been necessary charges have been rounded both upwards and downwards.

All post offices will change to decimal working on D Day, February 15, and will be closed from 1 p.m. on Friday, February 12, to prepare. From D Day, stamps, postal orders, money orders and other items on sale will be expressed in decimal currency.

The *Newsletter* gives details of the new inland postage rates and of the new range of decimal stamps.

NBPI report on the National Freight Corporation

THE NATIONAL Board for Prices and Incomes' Report No. 162 on Costs, Charges and Productivity of the National Freight Corporation has been presented to Parliament by the Secretary of State for Employment and the Secretary of State for the Environment.

The Report has been made in response to a reference by the previous Government in June 1970, following a general increase in charges of approximately 10 per cent by the Corporation. The Report concludes that the increases were necessary.

The Department of the Environment has stated that the report contains a helpful analysis of the Corporation's problems and makes a number of recommendations for solving them, most of which are addressed to the Corporation. The Government will study the Report carefully and will discuss the appropriate parts of it with the Corporation.

Commonwealth preference on goods imported into the United Kingdom

THE COMMISSIONERS of Customs and Excise have revised their Public Notice No. 27A which explains the conditions governing the admission into the United Kingdom free of duty or at reduced rates of duty of goods grown, produced or manufactured in the Commonwealth Preference Area. This edition has been printed in a modernized format and style. It gives more detailed guidance than formerly on the preparation of costings in support of claims to Commonwealth Preference on manufactured goods and also explains the consignment condition more fully.

In common with some other Commonwealth countries the United Kingdom, acting on a recommendation of the Commonwealth Economic Committee, has, as already announced, designed a new style of Certificate of Origin and Consignment suitable for use with aligned series of documents. Specimens of these appear in Appendix IV of the new Notice. The official certificates are printed on International A4 size paper (i.e. 8.27 inches wide x 11.69 inches long or 210 mm. wide x 297 mm. long). The titles D, E, D/COM and E/COM have been discontinued. Forms XS 112 and 119 are printed on green paper and XS 113 and 120 on white paper.

There will be no objection to existing stocks of certificates being used up. Forms XS 121, used only for tobacco, has not been revised.

Supplies of both Notice and Certificates of Origin and Consignment are being sent to the usual distribution points. Copies may be obtained at any Custom House or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

Mr. P. Stewart Tory, of Shapwick in Dorset, the world famous breeder of Hampshire Down Sheep, is already cataloguing his newly born lambs ready for sale. Because of the heavy demand overseas for this breed, the majority of the 200 lambs so far born this season, are already booked for export. Picture shows Mr. Tory walking in from the fields with some of his flock.

The Import Duties (Temporary Exemptions) (No. 1) Order, 1971

THE TREASURY has made the Import Duties (Temporary Exemptions (No. 1) Order, 1971 (SI 1971 No. 43).

This Order provides for the temporary exemption from import duty, until May 4, 1971 of certain magnesite, steel plates and steel pipes, all as specified in the Schedule to the Order.

The Order came into operation on January 15, 1971 and has been published as Statutory Instrument 1971 No. 43.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 7d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 11d.).

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 3.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	5-Propenylguaethol (–OH at 1)	1-Ethoxy-2hydroxy-4-propionyl benzene	December 31, 1971	13548
29.12	Theobromine	As in previous column	December 31, 1971	6777
29.35	Hypoxanthine	As in previous column	December 31, 1971	11593
48.07	Paper, coated, which, when subjected for 24 hours to 50% relative humidity at 17°C, has an apparent surface resistance of not less than 10 megaohms and not more than 5,000 megaohms, measured under the same conditions between two electrodes 1 inch wide and 1 inch apart and using a Keithley model 610B electrometer	Base paper for conversion into electrostatic copy paper	December 31, 1971	10636
50.05	Slub and fancy yarns wholly of silk, not dyed	Spun silk yarns	December 31, 1971	11173
	Single yarns, wholly of silk, not coarser than 100 decitex (10 milligrammes per metre), and multiples thereof, not dyed and not being slub or fancy yarns	Spun silk yarns	December 31, 1971	11173
76.03	Aluminium alloy strip in coils containing not less than 76% by weight of aluminium, not less than 18% nor more than 22% by weight of tin, not less than 1% by weight of copper, and having a width of not less than 75 millimetres nor more than 230 millimetres and a thickness of not less than 4·5 millimetres nor more than 6·5 millimetres	Aluminium/tin strip in coil form	December 31, 1971	11547

WEST LOTHIAN FACTORY FINDER

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4,000 sq. ft. factory and 2,000 sq. ft. office accommodation 5,000 sq. ft. can be expanded to 10,000 sq. ft. 63,000 sq. ft. factory.

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COMPANY .....

ADDRESS .....

T&I 5

To County Planning Officer, West Lothian County Council, 53 High Street, Linlithgow, Scotland. Telephone 050 684 3121

New jobs for Ogmore and Garw Valleys: large development by London firm

THE SECRETARY of State for Wales, Mr. Peter Thomas, announced on January 15 that Ofrex Engineering Ltd. of London are to start work almost immediately on a new factory of 100,000 sq. ft. on an 11 acre site at Llangeinor, near Bridgend, Glam, with financial assistance from the Department of Trade and Industry. The Minister of State for Wales, Mr. David Gibson-Watt, performed the ceremony of cutting the first turf at the site at 12.30 p.m. on January 15 to terminate this substantial project.

Ofrex Engineering Ltd. is a member of the £13 million Ofrex Group Ltd. which manufactures and markets industrial fastening and packaging equipment, office machines, visual aids, office supplies and equipment, pneumatic tackers, stapling machines and marking devices, and operates internationally through 13 subsidiary companies. The company require larger premises in order to expand the production of staples and stapling machines to meet the steadily increasing volume of orders which is being received from both home and overseas markets.

After a detailed investigation of possible locations in various parts of the country the company decided that South Wales offered them the best possible combination of conditions for their expansion. Ofrex have expressed their appreciation for the advice and help they have receved from the Department of Trade and Industry Office for Wales and its predecessors during their investigation of locations and of the financial assistance which is to be provided by the Department.

The factory is expected to be ready for occupation by the beginning of 1972 and recruitment will commence later this year. When fully operational the project will employ some 600 people, nearly 200 of whom will be men.

Conference on purchasing policy

'BUYING VALUE for money' is the title of a conference to be held by the Institute of Purchasing and Supply and the National Council for Quality and Reliability at the Royal Lancaster Hotel, London, on February 12. Speakers from Marks and Spencer and Perkins Engine Company will describe the purchasing practice of their companies.

The conference fee is £25. Applications should be made to the Conference Secretary (NCQR), Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, S.E.1.

Forthcoming courses at Birniehill

A TWO-DAY course in Computer-Aided Design Practice will be held at the Department of Trade and Industry's Birniehill Institute from February 10 to 11.

The Institute will also hold a one-day seminar on the evaluation of NEL hydrostatic drive on 2-ton dumpers on March 2, and the second annual five-day conference and exhibition 'Design for Production '71' from March 29 to April 2.

Fees are £24 for the Computer-Aided Design Practice course; £12 for the seminar on NEL hydrostatic drive and £60 for 'Design and Production '71'. Further details and application forms may be obtained from Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow (Tel. 0355 2 20222, Ext. 570).

BIM Seminar on management ratios and interfirm comparison

A ONE-DAY seminar on the subject of management ratios and interfirm comparison is to be held by the British Institute of Management at the Royal Star Hotel, Maidstone, on February 23. The objective of the seminar is to give the top management of a company an understanding of the ways in which ratios can be used to improve the overall performance of the firm. It will answer such questions as why ratios need to be used; which ratios should be selected; how a set of ratios can be employed to diagnose the health of a firm. In addition some time will be spent looking at how interfirm data adds a third dimension to a firm's view of itself.

The comprehensive fee for collective subscribers and individual members of the BIM is £20 (non-members £25). Application forms may be obtained from the British Institute of Management, Management House, Parker Street, London, WC2B 5PT.

London Chamber to hold conference on EEC membership

MR. JOHN DAVIES, Secretary of State for Trade and Industry, will be one of the guest speakers at a three-day conference 'Into Europe', organized by the London Chamber of Commerce. The conference, which will be on the practical implications for British industry and commerce of joining the Common Market, will be held at the Royal Garden Hotel, London, on February 2, 3 and 4.

Each day expert speakers from the United Kingdom and the EEC will discuss questions which have a direct or indirect impact upon those in commerce and industry. The first day will be devoted to trade and commercial policies, the second to finance and investment and the third to industrial policy. The keynote address, to be given on February 2, will be by Dr. Johannes Linthorst Homan, Chief Representative in the United Kingdom of the Commission of the European Communities. He will speak on 'The EEC and the world economy'.

Fees are £60 for members of the London Chamber attending the full three days: for non-members £65. Inquiries should be made to London Chamber of Commerce Forum, 69 Cannon Street, London, EC4N 5 AB (Tel. 01-248 4444, Ext. 302).

BSI 1971 Standards Conference

'BRITAIN'S MODERN STANDARDS – the contribution and the gain' is the title of BSI's 17th annual Standards Conference which will be held on April 15 and 16, at Imperial College, London. The Conference, which will be opened by Lord Sherfield, president of BSI will show how well thought out standardization programmes can bring benefits in cost avoidance and simplification at all levels of our national life. Speakers, representing the individual, small and large firms, trade associations and goverenment will bring out the contribution that each makes to standardization and the benefits each derives. Mr. G. B. R. Feilden, director general of BSI will give the point of view of the Institution and there will be a final summing up by Sir Frederick Warner, Cremer and Warner, and Visiting Professor of Chemical Engineering at Imperial College. The representatives of five major trade organizations will answer questions in open forum on their associations' contribution to standardization.

The Conference is organized by the Standards Associates' Section of BSI, membership of which is open to all those concerned with standards work in their companies. The fee is £12. (£11 for members of the Standards Associates' Section) including luncheon on both days and an evening reception. Programmes and application forms may be obtained from the Secretary, Standards Associates' Section, British Standards Institution, 2 Park Street, London, W1A 2BS.

'New Technology' reviews status of carbon-fibre reinforcement in UK

THE FORMER Ministry of Technology's monthly bulletin to industry, *New Technology*, is now issued by the Department of Trade and Industry.

'Can you use carbon fibres in your products?', asks one of the articles in the January 1971 issue. Reviewing the current status of carbon-fibre reinforcement in the United Kingdom, the article describes how CFRP is finding its way into both general engineering products and sports equipment.

Elsewhere in the issue J. E. Busby, director of the Centre for Industrial Innovation, University of Strathclyde, outlines the important role his Centre is playing in providing contract service for firms too small to maintain their own full-time facilities.

In another article, J. B. Mullin of the Royal Radar Establishment, draws attention to the work of the Establishment's Electronic Materials Unit, which is pioneering the production, supply and assessment of high-quality single crystals in materials new to the electronics scene – work which has gone far towards ensuring that the competitiveness of British firms is not hampered by the lack of a readily available source of such crystals in the United Kingdom.

A. Gourvitch, Phoenix Timber Group, and J. G. Sunley, assistant director, Forest Products Research Laboratory, contribute an item on the collaborative work which led to the introduction into the United Kingdom of automatic timber stress grading. This technique relies on a machine which, when fed with a length of timber, imposes a load at intervals along its length, measures the resulting deflection (and hence strength) at each location, and feeds this information into a computer, which finally instructs the machine to colour code the timber on the basis of the lowest strength recorded.

The January issue of *New Technology* can be obtained from the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	December 22, 1970	
1,066,210	International Standard Electric Corporation	Electrical semi-conductor device
1,095,909	International Standard Electric Corporation	Improvements in fault registration systems
974,693	Carlheinz Gehlsen	A motor vehicle with warning unit
1,086,711	Coal Industry (Patents) Ltd.	Improvements in fluid mixing apparatus
1,112,854	Alfred Herbert Ltd.	Fluid-operable punch card reader
1,037,660	General Aniline and Film Corporation	Pyrazolone-monoazo reactive dyestuffs
	December 31, 1970	
1,037,660	General Aniline and Film Corporation	Pyrazolone-monoazo reactive dyestuffs
1,098,539	Houilleres du Bassin du Nord et du Pas-de-Calais	Preparation of potassium
1,109,076	Institut De Recherches de la Siderurgie Francaise	Automatic device for measuring the coefficient of reduction
1,173,191	Muanyagipari Kutato Intezet	Process for preparing liquid epoxy oligomers
1,022,849	Standard Telephones & Cables Ltd.	Electro-acoustic transducer
1,046,991	Standard Telephones & Cables Ltd.	Electrical apparatus for the re-transmission of digital impulse trains
1,070,661	Standard Telephones & Cables Ltd.	Automatic gain control arrangements in transistor amplifiers
	January 1, 1971	
1,079,432	Alfred Pitner and Nadella Societe Anonyme	Cages for needle or roller bearings.
1,136,142	GAF Corporation	Electrolytic cell having a flexible web electrode.
1,119,904	Giovanni Zumaglini	Orthopaedic apparatus for human spine Traction.
959,555	Standard Telephones & Cables Ltd.	Data transmission systems.
1,027,550	Standard Telephones & Cables Ltd.	Electrical circuit elements and method of mounting.
1,028,485	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,065,180	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,070,248	Standard Telephones & Cables Ltd.	Electrical wiring assembly.
1,077,660	Standard Telephones & Cables Ltd.	Memory matrices.
1,086,185	Standard Telephones & Cables Ltd.	Acoustic source arrangement.
1,107,311	Standard Telephones & Cables Ltd.	Polyphase filter.
1,126,683	Standard Telephones & Cables Ltd.	Pivoted armature magnetic devices.
1,126,684	Standard Telephones & Cables Ltd.	Pivoted armature magnetic devices.
134,441	Standard Telephones & Cables Ltd.	A semiconductive circuit arrangement.
	January 6, 1971	
939,498	Houilleres du Bassin du Nord et du Pas-de-Calais	Process for the production of polyformaldehyde
970,816	Societe Alsacienne de Constructions Mechaniques	Switch for ultrahigh-frequencies
1,009,691	Societe Alsacienne de Constructions Mechaniques	Generator or amplifier having four operative energy levels
1,189,054	Societe Des Forges et Ateliers Du Creusot	Nuclear reactors
1,190,832	Societe d'Optique, Precision, Electronique et Mecanique	Optical beam separator for colour television
1,130,441	Union Special Machine Company	Ultrasonic vibratory apparatus
1,130,442	Union Special Machine Company	Control circuit for electro-mechanical devices
1,130,443	Union Special Machine Company	Methods and apparatus for forming ultrasonic seals

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patent Office

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 *Southampton Buildings, London, W.C* 2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Aviation and Shipping

Tanker collisions in the English Channel

COMMENTING on the collisions in the English Channel on January 13 a spokesman of the Department of Trade and Industry said: 'The Department takes very seriously the whole question of navigation in the Straits of Dover. There is a traffic separation scheme in operation there which has been internationally agreed in IMCO. The United Kingdom were largely responsible for its introduction. It is however a recommended, not a mandatory scheme. It is observed by about 95 per cent of the traffic. The waters are of course international.

'Trinity House has suggested that the traffic lanes should be changed over. This has the support of the Honourable Company of Master Mariners and some pilots. It has been opposed by the United Kingdom Chamber of Shipping and the Institute of Navigation. It is also not acceptable to the other European countries concerned in the Straits of Dover. It would entail certain additional danger of collision and it is not true to say that it would remove the danger of collisions of the kind which have just occurred.

'HMG intend as urgently as possible to make certain proposals to IMCO for revision of the traffic separation scheme in the Straits of Dover of a kind which may well be acceptable to the other Governments concerned. International agreement is essential.'

(See also statement in Parliament by Mr. Anthony Grant.

Changes in coastguard control

TO ENABLE coastguards to operate a unified control over sea estuaries a trial scheme in the Thames area is being operated. The boundaries of the Eastern Division, HM Coastguard, are being altered so that this Division will in future control all marine search and rescue operations in the Thames Estuary. The North Kent coast will be transferred from the South Eastern Division and will come under the Coastguard Rescue Headquarters, Thames, at Walton-on-Naze.

The effect of these boundary alterations is that all rescue operations in the Thames estuary will now be controlled from one rescue headquarters instead of coming under two headquarters, depending on where the casualty takes place.

Further changes of a similar nature around the coast are planned if the Thames experiment is successful.

Harland and Wolff unions meet Mr. Ridley

UNION OFFICIALS representing the labour force at Harland & Wolff Ltd.'s shipyard at Belfast on January 12 reported to Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, Department of Trade and Industry, on their recent discussions with prospective owners of the yard. The union officials were led by Mr. Dan McGarvey, president of the Boilermakers Union, who was accompanied by Mr. Jack Service, the general secretary of the Confederation of Shipbuilding and Engineering Unions, and local officials and union shop stewards from Belfast.

Mr. McGarvey said that they had been able to discuss the future of the yard very frankly with the prospective owners. He said the deputation had decided there was no point in putting forward any submission on the Fred Olsen Group since they had now withdrawn from the negotiations.

Mr. McGarvey presented the trade union views on the other three interested parties seen by the union representatives.

Mr. McGarvey, saying that while it was clearly for the Government to decide on the future of the yard the deputation felt that it was essential that the control of the yard should always be based on Belfast.

The trade unions had a first preference for the present company to continue, if reformed, with a second preference for control by Mr. Onassis whose attitudes had also impressed the trade unions.

Mr. Ridley thanked the deputation for the care they had obviously taken in discussing the future of the yard with the interested parties. He said their submissions would be closely studied.

Mr. Ridley stressed that it was the Government's intention to try and bring a fairly rapid conclusion to the negotiations.

Mr. Anthony Grant, Parliamentary Under-Secretary of State, Department of Trade and Industry (right) unfurls the flag at the handing-over ceremony on board the Department's Fisheries Support Ship 'Miranda' at Hull on January 4, shortly before she sailed for Iceland. Mr. Grant is accompanied by (left) Lt. Cdr. J. A. Douglas, Chief Inspector, HM Coastguard, and Capt. R. K. N. Emden, the 'Miranda's' first Support Commander.

New merchant shipping pilot signal

A NEW SIGNAL for merchant ships requiring the services of a pilot has been authorized by the Department of Trade and Industry. In future ships will use the single letter signal 'G' in the International Code o Signals 1969.

Previously any one of four different signals would be displayed.

Copies of the relevant Order in Council 'The Merchant Shipping (Pilot Signals) Order' (S.I. 1970/1952) may be obtained from Her Majesty's Stationery Office, price 7d. (by post 11d.)

Re-appointments to the Scottish Advisory Committee for Civil Aviation

MR. JOHN DAVIES, Secretary of State for Trade and Industry, after consulting the Secretary of State for Scotland, has re-appointed the chairman Mr. Robert Taylor and the following members of the Scottish Advisory Committee for Civil Aviation for a further period until December 31, 1972.

Mr. Bernard Boxall, Mr. William P. Broomfield, Mr. George R. Gay, Mr. Lindsay D. Gumley, Mr. James Jack, Councillor Maurice McManus, Councillor William Patterson, Mr. Robert Sibbald and Mr. William L. Taylor.

The Advisory Committee has the statutory function of advising the Air Transport Licensing Board on licensing matters for air transport services under 'A' or 'B' licences (mainly scheduled services and inclusive holiday tour traffic) to or from Scotland, and the non statutory function of considering and advising the Department of Trade and Industry on any other matters within Scotland or which may affect Scotland.

The DTI is responsible for the appointment of members of the Committee after consulting the Secretary of State for Scotland. Members of the Committee are not appointed as representatives of any special interest but are drawn from industry, commerce, local government and trade unions so as to provide a wide background knowledge of the Committee's area and its problems.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, SW.*1 *(Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Parliamentary Answers

TUESDAY, JANUARY 12

White Paper on Metrication

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, was asked when he expected to publish the White Paper on Metrication. He answered: 'We cannot yet say when the White Paper on Metrication will be published but it will be as soon as possible. We do not wish to anticipate its content at this stage by any further statement.'

Pottery exports

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked what delays would be caused to pottery exports by the system of pre-entry of export cargoes. He replied: 'The system of pre-entry has not yet been finalized but we are consulting with a wide range of export interests with the intention of eliminating difficulties, consistent with the crucial objective of obtaining accurate export trade figures.'

Unemployment

Mr. Grant was asked whether, in the light of the unemployment position in the Ipswich and East Suffolk area, he would consider giving any form of help towards encouraging new or more diverse industry there. He said that the relative needs of all areas were being examined in the Government's review of regional policy. Statements would be made in due course.

Answering a further question, if, in view of the forthcoming increase of 10,000 by February next in the existing number of unemployed in Scotland, he would state what plans he has for dealing with this problem, Mr. Grant said the Government's economic and industrial policies were directed towards achieving greater efficiency, thus leading to the creation of more employment opportunities in Scotland and elsewhere.

THURSDAY, JANUARY 14

The legal profession

Asked if he would introduce legislation to deal with restrictive practices and price-fixing in the legal profession, Mr. Ridley said: 'My right hon. Friend has written to representative bodies in the profession inviting them to re-examine their practices in the light of the Monopolies Commission's report on the professions.'

Price increases

A Member asked to what extent the services of the Department of Trade and Industry were available for advising industries who were considering the necessity of increasing their prices as a result of increased costs and other relevant factors. Mr. Ridley answered that in the private sector the decision to alter prices was entirely one for companies to take in the light of market conditions. Except where competition appeared to be lacking, the Government did not intend to intervene.

In the case of the nationalized industries, all proposed major increases in prices and charges were already subject to close scrutiny.

Production Engineering Advisory Service

Sir John Eden, Minister for Industry, was asked to make a statement about the future of industrial liaison centres and of the Production Engineering Advisory Service. He said: 'The Industrial Liaison Centre scheme will be extended by a further year to March 31, 1972. This will enable the Government to consider the future of the scheme in the light of the Report of the Bolton Committee on Small Firms.

'However, in the course of the review of advisory services to industry announced earlier, we have decided to terminate the Production Engineering Advisory Service when the present contract with the Production Engineering Research Association for its operation on behalf of the Department expires on March 31, 1971. Advice and consultancy on production engineering problems are available on commercial terms from a number of alternative sources. Industrial liaison officers can provide firms with information on these if necessary.'

Mineral Development Division

Several questions were asked about the future role of the Mineral Development Division of the former Minstry of Technology. Mr. Ridley said there were no current plans to change the work formerly undertaken by the Mineral Development Division of the Ministry of Technology. This work was now the responsibility of the Mineral Development Branch in the Department of Trade and Industry.

Parliamentary answers on aviation and shipping

TUESDAY, JANUARY 12

Cannibalization of damaged aircraft

A Member asked if a general direction would be issued to the Air Registration Board to prevent cannibalization of damaged aircraft. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'No. I am satisfied that the existing regulations relating to the use of parts, components, etc., including those from damaged aircraft together with the detailed information set out in British Civil Airworthiness Requirements and the relevant Air Registration Board Notices adequately control safety in these matters.'

Aircraft defect reporting

Mr. Grant was asked to issue a general direction to the Air Registration Board to introduce mandatory defect reporting. He answered: 'No. I see no present need for requirements additional to those already contained in Article 9 (5) of the Air Navigation Order 1970 but am keeping the matter under review and will not hesitate to act if it becomes clear that further legislation would contribute to improve safety.'

Group air charter travel

Mr. Grant was asked if he would press for the abolition of the International Air Transport Association Resolution 045 governing affinity group air charter travel, in order to permit wholesale seat price discounts for travelling groups. 'I think the hon. Member is referring to Resolution 045,' replied Mr. Grant, 'We should like to see simpler and better rules introduced but, as the hon. Member knows, this is a matter which requires the concurrence of other governments.'

Investigation of IATA rules

Answering a Member who asked how many staff in the Department of Trade and Industry were specifically responsible for the investigation of violation and infringement of International Air Transport Association rules governing affinity group charter flights, Mr. Grant said the International Air Transport Association was responsible for enforcing its own rules. Fifteen of the Department's staff are concerned, among other duties, with enforcing the United Kingdom regulations in this field.

Consultation between ATLB and ARB

A Member asked whether steps would be taken to increase consultation between the Air Transport Licensing Board and the Air Registration Board in order to facilitate and regularise exchange of information. Mr. Grant said that there was little practical scope, under present arrangements for increasing the exchange of information between these two bodies. The Government looked to the establishment of the Civil Aviation Authority to provide a mechanism for much greater exchange of information across the whole range of civil aviation.

Aircraft noise

A Member asked what was the maximum noise level permitted from aircraft taking off in an easterly direction from London Airport; and what, in not less than four groupings, was the distribution of noise levels for the 536 infringements recorded in August 1970. Mr. Grant answered that the maximum permitted noise levels were 110 PNdB by day and 102 PNdB by night. Revised figures for August showed 599 infringements which broke down between noise levels as follows:

Day:	111-112	PNdB	- 61
	113-116	,,	- 283
	Over 116	,,	- 168
Night	103-104	,,	- 7
	105-108	,,	- 10
	Over 108	,,	- 10
	Total		539

Licences to operate charter flights

Mr. Grant gave the following information in reply to a request for the number of applications for licences to operate charter flights made by British airlines in each of the years from 1960 to the present, and how many were refused.

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

Applications to the Air Transport Licensing Board for new Air Service Licences

Year ending March 31	Class B		Class C		Class D		Class E		Total	
	Made	Ref. used	Made	Ref. used	Made	Ref. used	Made	Ref. used	Made	Ref. used
1961	132	—	62	—	9	—	4	—	207	—
1962	958	246	471	1	4	2	70	1	1,503	250
1963	583	112	349	1	4	—	40	2	976	115
1964	554	83	560	2	10	—	33	1	1,157	86
1965	672	65	419	1	3	—	37	1	1,131	67
1966	638	5	545	1	6	—	31	—	1,220	6
1967	887	19	573	12	6	—	38	—	1,504	31
1968	985	10	726	2	5	—	30	—	1,746	12
1969	1,122	68	941	16	7	—	36	2	2,106	86
1970	1,217	8	1,103	9	11	—	34	2	2,365	19
1971 (First 9 months only)	1,113	5	1,131	7	11	—	36	1	2,291	13
Total	8,861	621	6,880	52	76	2	389	10	16,206	685

Notes:
A Class B licence means a licence for a charter service between places named in the licence (not being a group charter service) involving more than four flights in any one direction betwween the same two places;
A Class C licence means a licence for an air transport service between places named in the licence involving not more than four flights in any one direction between the same two places;
A Class D licence means a licence for a group charter service between places named in the licence, involving more than four flights in any one direction between the same two places;
A Class E licence means a licence for an air transport service which is not restricted to flights between places named in the licence

WEDNESDAY, JANUARY 13

Tanker explosions in the English Channel

The following statement was made by Mr. Grant on the tanker explosion which occurred in the English Channel off Folkestone on Monday, January 11. 'At 4.10 a.m. on January 11 the mv 'Texaco Caribbean', of 13,604 gr. tons, registered in Panama, was in collision six miles off Folkestone with the mv 'Paracas', of 9,481 gr. tons, registered in Peru. The 'Texaco Caribbean' was proceeding down-Channel in ballast for Trinidad and the 'Paracas' up-Channel. An explosion occurred in the 'Texaco Caribbean' and the vessel was split into two parts, the bow section being submerged at once. Eight men, including the master, were lost. The stern section was abandoned by the remainder of the crew and drifted for some hours before sinking. Twenty men were picked up and landed at Dover. The 'Paracas' was towed to Hamburg. The explosion caused some damage to property in Folkestone and district. At 7.30 a.m. on January 12 the mv 'Brandenburg', of 2,695 gr. tons, registered in the Federal Republic of Germany, sank in the vicinity of the earlier accident. The 'Brandenburg' was bound for Curacao. Eleven of those on board were brought ashore and 21 are feared dead or missing. My Right hon. Friend has ordered a Preliminary Inquiry under section 465 of the Merchant Shipping Act 1894 into both casualties in order to obtain as much information as possible. I must emphasize to the House, however, that, since all the vessels concerned are foreign-registered and the casualties took place outside United Kingdom territorial waters it would not be appropriate to order a formal investigation. We have approached the governments of the flag states concerned to seek permission for officials of my Department to attend any inquiries that they may hold.

'I should like to express profound sympathy with the relatives of all who have lost their lives and also express my appreciation of the rescues which were carried out by local fishermen and others.'

Airline statistics

Replying to a Member who asked what percentage response rate was achieved in the Department of Trade and Industry's recent requests for additional financial and operational information from British airlines and which companies refused to co-operate, Mr. Grant said: 'The financial statistics published in December in Business Monitor CA8 related to 79 per cent of airlines by number, representing about 97 per cent of capacity ton miles flown. I do not wish to name the companies who did not feel able to provide the information as invited by the Department. For a first inquiry of this kind the response was encouraging.'

Increased domestic air fares

Mr. Grant was asked when he would announce the result of airlines' appeals against the recent decision of the Air Transport Licensing Board to refuse a fare increase for domestic service. He said that the statutory period during which appeals might be lodged did not expire until January 13. Only then could firm arrangements be made for a hearing to take place.

International air fares

Asked whether he would approve the higher International Air Transport Association traffic international air fares recently agreed by the conferences; and whether he will make a statement, Mr. Grant said: 'I shall wish to consider the new fares as a whole. Not all of them have as yet been agreed and not all of those which have been agreed have yet been submitted to governments for approval.'

Chartered holiday flights

Asked what discussions had taken place with the Association of British Travel Agents and representatives of the charter tour operators in regard to minimum safety requirements on chartered holiday flights, Mr. Grant said: 'There have been no such discussions with the Department. Chartered holiday flights are subject to the same safety requirements as other forms of public transport of passengers by air.'

THURSDAY, JANUARY 14

Transfer of air routes

Referring to public anxiety about the loss of profits to public corporations consequent on the transfer of certain routes to a private air corporation, a Member asked Mr. Grant if he would move to appoint a Select Committee to investigate the destination of these profits under the new arrangements. Mr. Grant answered: 'No, Sir. The new airline has already published the names of the main shareholders and will in due course report the complete list to the Registrar of Companies.

International air fares

Mr. Grant was asked if he would approve the higher international air fares recently agreed by the International Air Transport Association traffic conferences. 'I shall wish to consider the new fares as a whole,' replied Mr. Grant. 'Not all of them have as yet been agreed and not all of those which have been agreed have yet been submitted to governments for approval.'

CAB licensing

Asked whether he would bring the procedure for licensing United States supplemental carriers into line with that exercised by the CAB for licensing British charter carriers, Mr. Grant answered: 'No. I do not think we would gain by bringing our own system of regulation into line with that of the United States, where very different conditions obtain.'

Trans-Atlantic tour charters

Answering questions on inclusive tours operated into the United Kingdom by American supplementals, Mr. Grant said: 'My officials have had several discussions with representatives of various United States supplemental airlines about trans-Atlantic inclusive tour charters. The airlines concerned were informed of the proposed number next summer season on December 16 and offered alternative ways of administering it. Some have said this limitation is unwelcome to them – as are some restrictions in the United States on activities of United Kingdom independent airlines. Non-scheduled flights are subject to control by each country concerned, and in the United Kingdom foreign operators need a permit under Article 73 of the Air Navigation Order.

'In concert with other countries of the European Civil Aviation Conference, the United Kingdom is continuing to control these inclusive tour charter flights in the interests of orderly development as part of the international air services catering for trans-Atlantic traffic.'

Replying to a further question: on the number of applications for inclusive tour charter operations into and out of the United Kingdom by American supplemental airlines which were refused in each of the years 1960 to 1970, Mr. Grant said that these airlines were scheduled to undertake trans-Atlantic inclusive tour charters under their own country's regulatory system only in the later years of the decade. Information was not readily available for the years before 1968. The position in 1968 and 1969 was complicated by applications withdrawn and sometimes re-presented by the airlines and by permissions given but not utilized. No applications conforming to the minimum price conditions were refused in 1968 and 1969. In 1970 one charter conforming to those conditions was refused. Three other applications were initially refused, but, at the airline's request, were subsequently permitted in place of other flights for which it already had permission.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

New Books

The Mocambique Market. (52 pages. Available from the British National Export Council, 6-14 Dean Farrar Street, London, SW1. £2) Following upon the return and report of their successful outward mission to Angola (the report was mentioned in the *Board of Trade Journal* for March 28, 1969, page 904), the BNEC Southern Africa Committee decided to make a similar survey of the Mocambique market. This finally took place in October 1970; and the mission which was charged with making a general inquiry into the opportunities for increasing British exports to the territory, presently running at an annual rate of £11.5 million per year, has now published its findings. The report includes a general survey of the province's economic position and prospects, its local manufacturing industries, agriculture and fisheries, mineral development, capital projects and infrastructure. At present the structure of the economy is not strong, but there is every reason to believe that the potential wealth of the province is great and that if oil is found and when mineral exploitation becomes commercially viable the economy will make a dramatic forward leap. Attention is drawn to the anticipated expenditure of some £220 millions under the Third Development Plan; and, as part of this is envisaged as coming from foreign sources, the offer of a package deal by British manufacturers, with credit, could significantly increase the possibilities of securing substantial business from Mocambique. Particular prospects for British business are identified in the development of the mineral industry, in agriculture, the provision of planning and the supply of equipment in the development of health services, and the exports of manufactures in certain fields. The mission to Angola mentioned above recommended that a follow-up mission to survey Angola's agricultural development would be beneficial; and the report of this mission has now been published as **Agriculture in Angola** (30 pages. BNEC. £2). It finds that the chief prospects lie in the direction of the export of pedigree livestock, but it also reports that there are allied openings for British manufacturers of agricultural equipment and heavy machinery. It is stressed that such machinery needs to be linked to Angolan conditions, and that the first requirement would be the selection of a good local agent with ample facilities for spares and servicing. Another trade mission report which has just been published is **Engtrade 13 – North America** (28 pages. Engineering Industries Association, 3/7 Portman Square, London, W1. 37½p (7s. 6d.) post free). Engtrade 13 was the fifth outward trade mission to North America organized by the Engineering Industries Association, and was organized on the 'non-mission' basis so that individual delegates could have the maximum amount of time to pursue their own individual appointments. Nevertheless this brief report does contain some general information on market conditions, with particular reference to the Cleveland area on which the mission was based, as well as extracts from the reports of individual members.

Opportunities for Sale of Licences and Know-how in Turkey. (BNEC, Export Council for Europe, 6-14 Dean Farrar Street, London SW1. Complete report £12, but also available in parts as follows: Part 1, *Terms of reference and summary*. 57 pages. £3; Part 2. Section 1, *Oil production*. 6 pages £2; Section 2, *Mining*. 7 pages. £2; Section 3, *Petrochemicals*. 9 pages. £2; Section 4, *Paper industry*. 5 pages £1; Section 5, *Automotive*. 9 pages. £1.50 (£1 10s.); Section 6, *Transportation and communications*. 2 pages. 50p (10s); Section 7, *Chemicals and fertilizers*. 5 pages. £1.50 (£1 10s); Section 8, *Livestock*. 8 pages. £1; Section 9, *Textiles*. 10 pages. £1; Section 10, *Food*. 8 pages. £1; Section 11, *Forestry*. 2 pages. 50p (10s.)). The aim of this survey, which was compiled by the British Chamber of Commerce in Turkey at the request of the Export Council for Europe, was to pinpoint the products and industries in which opportunities exist or are expected to arise in Turkey within the framework of the 2nd five year development plan (1968-72), and the 1968, 1969 and 1970 Programmes within-The-Plan, for the conclusion by British manufacturers of agreements in respect of 'know-how', engineering services, licensing, joint venture investments or the supply of capital equipment, raw materials or components. Turkey is a difficult market and Turkish policy is aimed at reducing the need to import finished goods by setting up manufacturing plant internally to meet the demands of the local population, and then at a later date providing exportable surpluses. The general summary of the Report gives a useful account of the five year plans and the basic details of the first three programmes which have so far been published within the Second Plan are given some prominence. The individual sections give background notes on each industry and in most cases a useful list of contact addresses. The publishers hope that the whole report will be revised annually or at short intervals if necessary.

International Guide to Company Formation. *International Chamber of Commerce Brochure No.* 263. 48 pages. Obtainable from British National Committee, International Chamber of Commerce, High Holborn House, 52-54 High Holborn, London WC1V 6SW. £0.80 (16s.) post free.) This booklet, the latest in the International Chamber of Commerce series of publications on international trade, is intended to help companies meet the increasingly frequent necessity of operating outside the frontiers of the countries where they were originally established. It follows on from *ICC Brochure No.* 213: *Commercial agency*, a guide for the drawing up of contracts between parties residing in different countries, published in 1961; and takes the form of a list of the principal problems likely to be encountered, the main questions to be resolved, and the choices to be made by the businessman wishing to form a company outside his own country. Individual sections deal with terminology, preliminary considerations, formation, company organization, relations with employees, provisions for groups, taxation, and winding-up, and therefore cover the whole life of the company from formation to liquidation. The Guide is international in its application, in that the points considered are valid for many countries; and it does not attempt a detailed examination of the laws of individual countries, although it gives examples illustrating the basic principles of different legal systems, and the fundamental differences which distinguish them. This publication will be of interest to all those concerned with the growing internationalization of company operations which is one of the major features of modern commerce.

Recommended Basic Statistical Sources for Community Use. 2nd edition. Committee of Librarians and Statisticians. (14 pages. The Library Association, 7 Ridgmount Street, London WC1E 7AE. 25p (5s.) SBN 85365 034 9). The *Board of Trade Journal* for February 11, 1970 published (on pages 379-383) the results of a survey of the holdings of published sources of United Kingdom economic and social statistics in substantial centres of population. The 58 publications covered by the survey were those described in the first edition of *Recommended Basic Statistical Sources* drawn up by a joint committee of the Library Association and the Royal Statistical Society. In the second edition 10 additional titles are described, and three titles which have ceased publication have been excluded. However, the numbering of items which appeared in the first edition has been retained, so that the results of the survey mentioned above can be readily interpreted with reference to either edition. Users should note, however, that item 34 in the second edition should be numbered 34A, the original number 34 being one of the items excluded from the new edition. Entries give details of frequency of publication and price, and are annotated where necessary to explain coverage. The purpose of the publication is to provide an authoriative recommended list of statistical titles which should be available for public use in all substantial centres of population. There is also a bisic minimum list of six titles which should be widely and easily available to every member of the community for general reference.

Regional Problems and Policies in Italy and France, by K. Allen and M. C. MacLennan. (*University of Glasgow Social and Economic Studies No.* 19. 368 pages. Allen & Unwin. £4.50 (£4 10s.) ISBN 0 04 330165 7). In recent years, most Western European governments have become increasingly concerned with the problems of regional imbalance, and have attempted to develop policies to deal with the problem. Two of the most interesting examples of this development are in Italy and France. Parts I and II of this volume provide an outline and an analysis of the development of regional policies in these countries since 1945. Part III examines three issues in more detail: regional planning, growth areas, and regional policy in the EEC. In their discussions of regional policies in Italy and France, the authors have sought not simply to provide a catalogue of measures, but rather to analyse the factors which have influenced the choice of measures. The methods used to deal with the regional problem in Italy and France are sufficiently similar to those in the United Kingdom, and yet at the same time different enough to make such an analysis relevant to the British situation. Moreover, the book has been written very much with Britain in mind, and comparisons with British regional policies are made throughout. Regional policy being one of the important questions arising out of the debate about Britain's joining the EEC, this book provides a comprehensive background of studies for those who wish to understand how regional policy operates in two important member countries of the Community, and the implications for British regional policy of the United Kingdom's possible entry into the Common Market.

Shipping Law, by Lord Chorley and O. C. Giles. 6th edition. (432 pages. Pitman Publishing. £3.15 (£3 3s.) ISBN 0 273 31532 3). The new edition of this standard work (last published in 1963) covers the most recent developments in shipping legislation and includes details of the Merchant Shipping Act 1970. As an introduction to the entire field of shipping law, it discusses, *inter alia*, charter-parties and bills of lading; marine insurance; carriage of passengers; salvage and collision; pilotage and towage; and public law matters such as the construction and maintenance of ships; registration; and labour relations. The text contains many case law examples and, where appropriate, the current law is described against its historical and legal background. A useful set of appendices reproduces such standard items as a Bill of Lading and the text of a typical Lloyd's Marine Insurance Policy.

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Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
January 27-28	Miscellaneous stores	TA and VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Building, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)

Coles 10-ton mobile crane; flight deck tractor; 4 and 5-ton cranes; fork lift trucks; generating sets; hydraulic and screw jacks; charging sets; telescopes; prismatic compasses; avometers; aneroid barometers; stop watches; bulk head and wall clocks; pedal operated organs; photographic equipment; binoculars; aircraft and other tyres; carpentry and engineering tools; electronic and electric test sets; electronic valves; electric cable; metal bound wooden casks; wooden boxes; aircraft instruments; paints various; curtains; carpets; mats and rugs; hessian cloth; camouflage nets; scrap rubber, cordage and leather; woollen rags; canvas tentage and sheeting; kit bags; kilts; greatcoats; raincoats; berets; drawers; vests; shorts; jerseys; and other clothing; haversacks; white and coloured blankets; tables; chairs; dressing chests; wardrobes and other furniture; and large quantities of other general stores.

February 2-4	Miscellaneous stores	The Lido Ballroom, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; David Brown tractors with winch; Land Rover station wagons; Matchless motor cycles; fork lift trucks; steel two-way pallets; miscellaneous vehicle spares; lead acid batteries; tyres, hydraulic and screw jacks; portable air compressors; wireless and communication equipment; binoculars; oscilloscopes; wrist and stop watches; wall, bracket and alarm clocks; photographic equipment; wooden ammunition and fireboard boxes; small casks and barrels; scrap metal; china and glassware; cutlery, crockery and other kitchenware; tubular steel; stacking; dining room and other chairs; various tables; wardrobes; writing bureaux; chests of drawers; sideboards; filing cabinets and other furniture; machine tools and various hand tools and tool kits; ALSO BLACK PVC SHEETS 160 ft. by 90 ft. by 0·014 in., FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN PLYWOOD TRANSIT CASES

February 10	Vehicles, miscellaneous stores	Queens Hall, Northern Ireland, Memorial Buildings, 9-13 Waring Street, Belfast 1	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast BT1 4NZ (Tel. 0232 20233)

Morris Mini Minors; Travellers, vans, Minibuses, ambulances, 3-ton office truck; Hillman Huskys; Ford Zephyrs; Vauxhall Victors; Land Rovers; Bedford Utilecons, ambulances, vans, coaches, cargo and drop-side trucks; AEC Matadors; refullers; Sankey and Brockhouse 2-wheeled trailers; Coles 7-ton crane mounted truck; water tankers, etc.; light steel rack assemblies; steel water tanks; ball bearings; wooden cabinets; steel cupboards; tables; chairs and other items of furniture; large quantities of clothing; textiles, etc.; miscellaneous vehicle spares; tyres; electrical equipment and large quantities of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

SALE BY TENDER – Machine tools

Single spindle automatics; fine borers; vertical surface broach; horizontal, vertical and deep hole drills; plain and surface grinders; capstan and centre lathes; horizontal, production and profile millers; keyseating, slotting, rifling and profile machines, etc. Located at Enfield, Middlesex. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6 a iv, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m. February 16, 1971.

DEPARTMENT OF ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
February 2	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

SALE BY AUCTION – Without Reserve on behalf of The Department of the Environment at Supplies Division Store, Station Road, Steeton, Nr. Keighley, Yorkshire, on Wednesday, January 27 at 11 a.m.

Large assemblage of Office Furnishings, Desks, Metal Cabinets, Chairs, Tables, etc. On view: 2 days prior to sale. Auctioneers: Brearley, Son & Binns, 15 Lister Lane, Halifax. Tel. 60686/7, from whom catalogues can be had 1s. each.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesale	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144 r	145	142	157	23	75	41
1969	117	122·9	143	142	113	103·0	136 r	140 r	148 r	130	130	294	232 r	26 r	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	144 r	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	146 r	146	160 r	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	133 r	128 r	138 r	135	134	121	105 r	6 r	9
2nd quarter	116	123·3	141	141	113	103·7	135 r	141 r	147 r	129	127	45	43 r	2 r	—
3rd quarter	118	123·2	143	144	113	103·1	138 r	146 r	155 r	152	128	18	—	8 r	11 r
4th quarter	119	123·5	147	146	114	103·0	138 r	146 r	153 r	127	131	109	84 r	10 r	16
1970															
1st quarter	117	123·7	149	148	114	103·2	131 r	141 r	142 r	115	131	–14	32 r	– 5 r	–4
2nd quarter	120	122·8	154	153	116	104·2	142 r	150 r	160 r	120	136	75	55 r	12 r	7
3rd quarter	119	123·9 p	158	157	117	104·6	139	153	156			73	42	5	26
1970															
May		121·3				104·7									
June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·2				106·1									
November		123·4 p				103·3									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail prices Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports(‡)	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,384	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	– 312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	– 319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1970							574	185		182 p	188 p	
1968												
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	173 r	184	213
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		184 r	186	119
3rd quarter	123 p	141·1	6·9	126·9	125·7	219·0	592	185		178 r	178	73
4th quarter				127·2 p	128·9 p		581	176		192 p	205 p	
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	177	
June	123	139·9	5·9	128·0	124·2	215·3	561	187		196 r	189 r	
July	123 p	140·9	6·7	127·5	125·0	217·5	593	186		144 r	189	
August	123 p	140·8	6·8	126·1	125·7	219·7	593	184		193 r	142 r	
September	122 p	141·5	7·0	127·2	126·4	221·0	589	187		193 r	203	
October	123 p	143·0	7·4	126·3	127·5	222·4	576	184		191 r	210	
November		144·0	7·9	127·8 p	128·1 p	228·4	579	176		197 r	196	
December				127·4 p	128·2 p		589	168		190 p	209 p	

† Not seasonally adjusted. (‡) The figures for 1970 include an addition of 2 per cent to the value of exports as an allowance for under-recording.

General assessment of the economic situation

From the article on the Economic Situation prepared by HM Treasury to be published in 'Economic Trends', January 1971.
Note: *Unless otherwise stated, this report is based on seasonally adjusted data.*

FOLLOWING A PERIOD of very little growth between the second half of 1969 and the first half of 1970, it now seems likely that total domestic output will have shown a considerable rise between the first and second halves of 1970. The estimates of national income and expenditure show that the average estimates of gross domestic product in the third quarter was over 1 per cent above the average rate for the first half-year. Consumer spending was 2 per cent above the rate for the first half-year; and there was also some recovery in fixed investment. Interpretation of the third quarter figures for exports, imports and stocks, however, has been complicated by the effects of the dock strike. The volume of exports of goods and services in the third quarter was over 3½ per cent below the rate for the first half-year, whereas the volume of imports of goods and services rose slightly; but part of the difference in these figures reflects the greater backlog of exports than of imports at the end of the third quarter. Although there is always an interval between goods leaving manufacturers and their inclusion in the recorded trade statistics, the amount of goods in the pipeline at the end of the quarter was probably unusually large. To allow for this discrepancy a provisional addition of about £25 million (at 1963 prices) has been made to the stockbuilding figures in the third quarter; with this addition, stocks are estimated to have increased by about £130 million (at 1963 prices) in the third quarter as compared with an average increase per quarter of about £30 million (at 1963 prices) in the first half of the year (there was a fall in the first quarter).

There is little firm evidence yet of the development of the economy in the final quarter of 1970. The provisional estimates of industrial production in October and November, taken together, were well above the rate for the third quarter. As regards consumer spending, the indications so far are of a less rapid increase than in the two preceding quarters. The average volume of retail sales in October and November was little changed from the third quarter rate. New car registrations in the fourth quarter, depressed by the influence of strikes on home production, will probably be somewhat below the third quarter level although there seems to have been some recovery in registrations in December. Nevertheless the total of new car registrations for the fourth quarter is likely to be well above the average rate for the first half-year.

Consumer spending

The acceleration in consumer spending during the first three quarters of 1970 was also reflected in a marked upswing in manufacturers' deliveries of consumer durables (other than cars). Between the first and third quarters, the volume of furniture deliveries is estimated to have risen by about 5 per cent, of domestic electrical appliances by about 15 per cent and of electronic consumer durables by about 12½ per cent. One development in the past year has been the rapid growth in the market for colour television sets: by the third quarter of 1970, they may have accounted for as much as one-fifth of the total number of deliveries of television sets in the domestic market. The number of colour sets delivered in the United Kingdom (not seasonally adjusted) in the four months July-October was not very different from the total for the whole of 1969.

Income from employment increased rapidly between 1969 and 1970. In the first nine months of 1970, compared with the corresponding period of 1969, there was an increase of 11½ per cent. After allowing for the slower rate of advance of other incomes and for tax, personal disposable income was up by 9 per cent; with an increase of over 5 per cent in the consumer price index, real personal disposable income showed an increase of just under 4 per cent, which contrasts with an increase of less than ½ per cent between the first nine months of 1968 and 1969. The ratio of personal saving to disposable income in the first nine months of 1970 was higher than during most of 1969. This increase, part of which may be attributed to the customary lag in changes in personal consumption behind changes in personal income, occurred despite a switch from net repayment of debt by consumers in 1969 to net borrowing in 1970.

In the labour market, the pressure of demand for labour weakened somewhat during 1970; and in the two most recent months, November and December, there was a further rise in the number of wholly unemployed (excluding school-leavers) and a fall in the number of notified unfilled vacancies. Over the year as a whole, the slackening pressure of demand for labour was much less marked in non-manufacturing industries than in manufacturing industry, reflecting the slower growth in manufacturing output than in total output. Between 1969 and 1970, the number of unfilled adult vacancies outside the manufacturing sector fell by 5,000 (or 5 per cent) whereas the corresponding fall for manufacturing industry was 22,000 (or about one-quarter). Similarly the number of unemployed rose more in manufacturing than it did in the rest of the economy. Other indicators for manufacturing – employment and overtime working – also fell back during the year. These trends in manufacturing and in the rest of the economy represent a partial reversal of movements in earlier years. Manufacturing output had grown rapidly during 1967 and 1968, following the sharp drop in the fourth quarter of 1966; and between the first quarters of 1967 and 1968 notified adult vacancies in manufacturing rose by 28,000 (or over 40 per cent) whereas in the rest of the economy there was a fall of 9,000 (or almost 10 per cent).

Unemployment

During 1970, changes in unemployment and notified unfilled vacancies moved in opposite directions for both men and women, as would normally be expected. This contrasted with the experience of 1968 and 1969 when male unemployment and vacancies for men both increased. It seems likely that the economic and social measures taken during the period 1965-67 altered the historical relationships between the levels of registered wholly unemployed and of notified unfilled vacancies, particularly for men, and that their effects were still being reflected in the changes shown in the series for unemployment and vacancies during 1968 and 1969.

By the end of 1970, the arrears of both imports and exports arising from the dock strike in July had probably been cleared. The high value of exports in December (£759 million, f.o.b.) probably contained some residual making-good in the recording and shipment of exports, and there were high exports of ships and diamonds. Imports by value totalled £788 million (c.i.f., excluding United States military aircraft) in December; fuel imports fell back from the high November figure and food imports were also at a lower level. The visible trade balance for the month was in surplus by £56 million.

In the second half of 1970 there was a small surplus in the visible trade balance whereas in the first half of the year visible trade was close to balance. Between the first and second halves of the year, the value of both exports and imports rose by nearly 4 per cent; the rise in exports reflected higher prices whereas the greater part of the rise in imports was in the volume of goods.

Guide to the Classification for Overseas Trade Statistics 1971

A REVISED EDITION of the Guide to the Classification for Overseas Trade Statistics has been published for the guidance of users of the Statistics (and may be obtained direct from HMSO, or through any bookseller, price £1 17s. 0d. [£1.85]). This publication shows in the order of the Standard International Trade Classification, Revised, the 1971 trade descriptions and code numbers, but it will not include other information essential for the preparation of import or export documents.

All information about Statistical requirements for import and export documents is contained in HM Customs and Excise Tariff and Overseas Trade Classification.

United Kingdom trade in December

SUMMARY

Visible trade balance

IN DECEMBER there was a surplus on visible trade of £56 million¶, seasonally adjusted and excluding United States military aircraft.

This high figure largely reflects the fact that exports in December were well above the underlying trend in the second half of 1970. During this period the figures have been distorted by the impact of the July dock strike and the subsequent recovery as the backlog was cleared, which affected exports and imports differently in different months. Taking the six months as a whole there was a small surplus in the visible trade balance, averaging £1 million a month. In the first half year the figures were close to balance. For the year as a whole visible trade is provisionally estimated to have been just in surplus. The figures throughout the year have included an allowance of 2 per cent for under-recording of exports.

Exports and imports

Exports in December totalled £759 million¶ f.o.b. seasonally adjusted; imports were £788 million c.i.f. seasonally adjusted and excluding United States military aircraft. Exports (and to a lesser extent imports) contained some further making good of arrears resulting from the dock strike. There were high exports of ships and diamonds.

In the second half of 1970, exports averaged £697 million a month and imports £767 million a month, each nearly 4 per cent higher than in the first half. The rise in exports reflected higher prices; the greater part of the rise in imports was in the volume of goods.

(*Continued on page* 112)

¶ All figures in the article for exports (except recorded figures in Table 1C and area and commodity analyses in Tables 2 and 3) and, in consequence, for the visible trade balance include an addition of 2 per cent to the value of exports as an allowance for under-recording in 1970. (See Note 2 (d)).

Table 1A
Seasonally adjusted values — £ million per month

	Exports fob§	Imports cif†		Visible trade balances†§
		Total	Excluding US military aircraft, etc.	
1968	547 (536)	658	646	−44 (− 55)
1969	615 (612)	693	677	− 7 (−10)
1970 p	685 (672)	755	753	+ 0 (−13) p
1968 1st quarter	532 (521)	647	641	− 47 (− 57)
2nd quarter	516 (506)	642	633	− 64 (− 74)
3rd quarter	562 (551)	666	654	− 37 (− 48)
4th quarter	578 (567)	678	657	− 31 (− 42)
1969 1st quarter	577 (565)	676	659	− 30 (− 41)
2nd quarter	608 (596)	700	678	− 16 (− 28)
3rd quarter	631 (637)	695	680	+10 (+16)
4th quarter	645 (648)	700	693	+ 9 (+13)
1970 1st quarter r	670 (657)	718	716	+19 (+ 6)
2nd quarter r	677 (664)	763	760	− 19 (− 32)
3rd quarter r	648 (635)	739	738	− 23 (− 36)
July r	688 (674)	600	599	+141(−128)
August r	518 (508)	815	815	−226 (−236)
September r	738 (724)	801	800	+15 (0)
October r	765 (750)	792	790	+42 (+27)p
November r	714 (700)	816	813	− 17 (− 31)p
December r	759 (744)	788	788	+56 (+41)p
3rd quarter r	648 (635)‖	739‖	738‖	− 23 (−36)‖
4th quarter p	746 (731)‖	799‖	797‖	+27 (+12)

p Provisional estimates. r Revised estimates (see Note 2 (e)).
† Excluding transactions relating to United States aircraft financed by Exim bank credit (see Note 2 (b)).
§ Including adjustments (which from June 1970 are provisional) for special factors affecting the recording of exports: figures excluding the adjustments are shown in brackets. (See Note 2 (d)).
‖ These three-monthly comparisons are greatly distorted by the effect of the dock strike on the run of monthly figures.

Table 1B. Three-monthly averages‡
Seasonally adjusted values — £ million per month

1970 January	658	699	695	+23
February	657	708	705	+16
March	670	718	716	+19
April	677	737	734	+ 5
May	677	741	739	− 2
June	677	763	760	− 19
July	674	712	709	+27
August	631	739	737	− 41
September	648	739	738	− 23
October	674	805	802	− 56
November	739	805	801	+13
December	746	799	797	+27

‡ Average of month shown and two preceding months. (See Note 2 (c)).

Table 1C
Recorded values — £ million per month

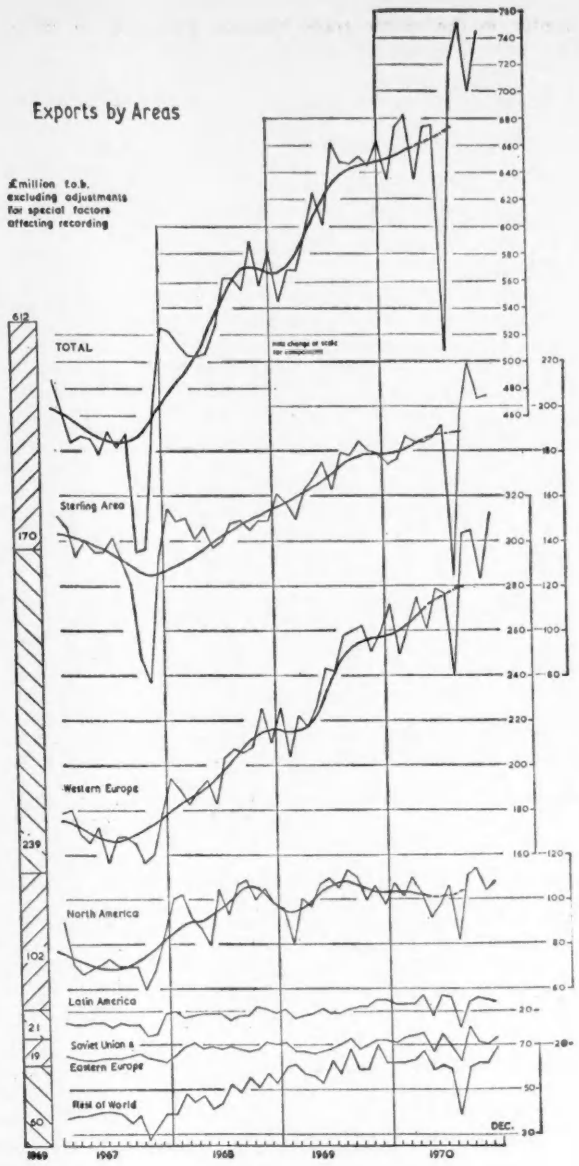
	Exports fob§	Imports cif	
		Total	Excluding US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5	719·3	718·8
4th quarter p	742·4	804·7	802·6
October	717·1	823·2	820·8
November	760·2 r	791·5 r	788·1 r
December p	749·8	799·3	799·0

§ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.
r Revised estimates.

Table 2. Exports: Areas‡ (see chart on opposite page)
Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	612	170	239	128	90	102	21	19	60
1970 p	672	186	278	147	107	103	24	22	60
1st quarter	657	179	263	139	102	106	23	23	63
2nd quarter	664	184	273	143	107	98	24	22	62
3rd quarter	635	171	272	144	104	100	21	20	52
October	750	219	306	164	116	113	27	21	63
November	700	203	285	153	111	103	26	21	63
December p	744	204	312	167	121	108	25	23	69
3rd quarter	635	171	272	144	104	100	21	20	52
4th quarter p	731	208	301	161	116	108	26	21	65

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates



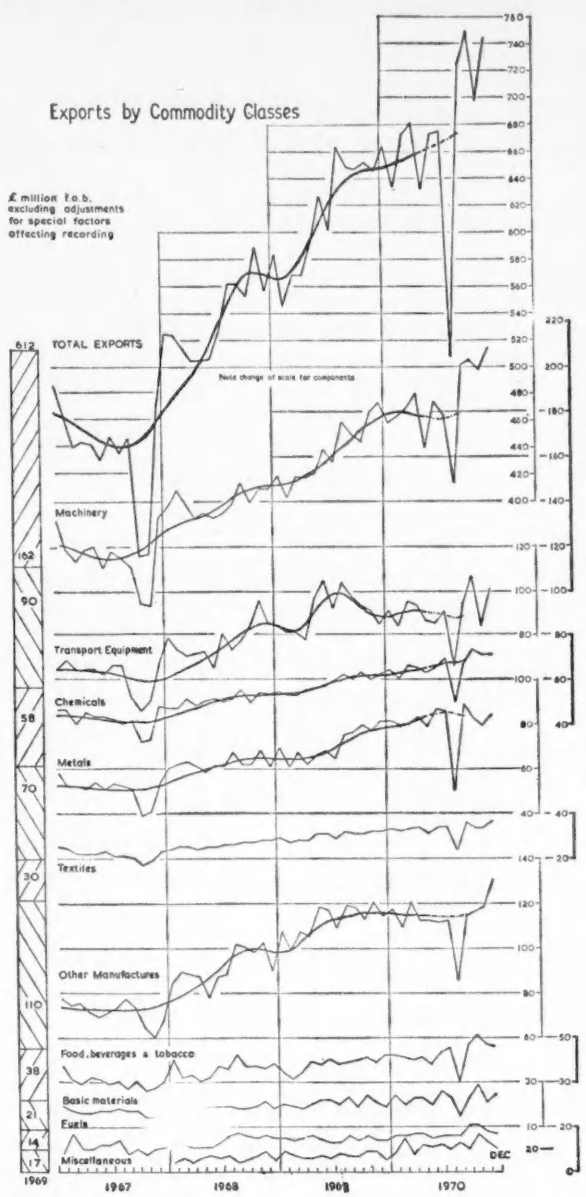


Table 3. Exports: Commodity classes‡

Seasonally adjusted values

£ million fob per month

	Total	Food beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	612	38	21	14	521	253	162	66	24	58	70	30	110	17
1970 p	672	43	23	17	567	275	185	70	20	66	80	33	114	22
1st quarter	657	41	22	16	558	266	179	70	22	63	80	33	116	21
2nd quarter	664	41	23	16	565	270	180	67	22	65	83	33	113	22
3rd quarter	635	41	20	18	534	261	177	64	16	62	74	31	105	21
October	750	52	29	21	613	309	204	79	26	73	84	35	110	27
November	700	47	22	18	590	287	200	73	15	71	80	34	118	23
December p	744	46	25	17	634	311	209	78	25	71	84	37	130	20
3rd quarter	635	41	20	18	534	261	177	64	16	62	74	31	105	21
4th quarter p	731	48	25	19	613	302	204	77	22	72	83	35	121	23

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates

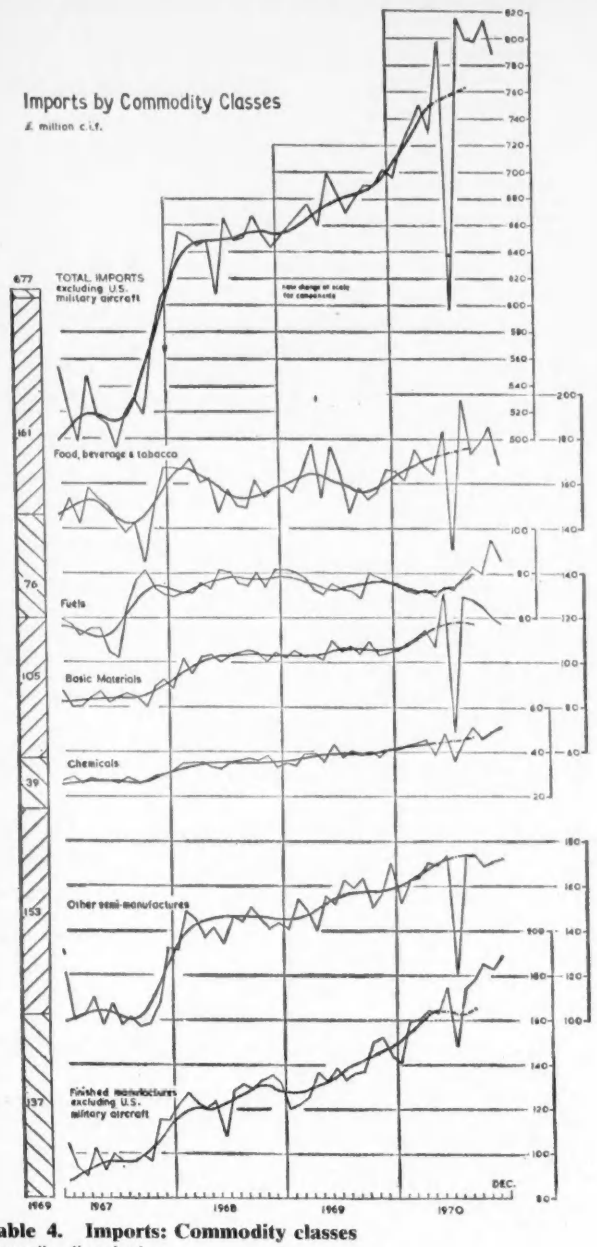


Table 4. Imports: Commodity classes

Seasonally adjusted values

£ million cif per month

	Total	Total, excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	693	677	161	76	296	104	39	153	153	137	7
1970 p	755	753	171	79	323	114	45	164	172	171	9
1st quarter	718	716	168	75	310	108	44	158	158	156	9
2nd quarter	763	760	171	74	333	118	44	171	173	170	10
3rd quarter	739	738	168	80	309	108	44	156	171	170	8
October	792	790	178	80	341	126	46	169	187	185	9
November	816	813	185	95	339	120	49	171	186	183	13
December p	788	788	169	86	340	117	51	172	189	189	8
3rd quarter	739	738	168	80	309	108	44	156	171	170	8
4th quarter p	799	797	177	87	340	121	49	170	188	185	10

p Provisional estimates

Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running recently at a rate close to £50 million a month. For the year 1970 as a whole the average is also expected to be close to £50 million a month.

General assessment

Both imports and exports have risen since the first half of last year and the current account continued in substantial surplus.

The dock strike

By the end of 1970 the arrears of both imports and exports had probably been cleared; from now on the monthly figures will be little affected on this account, but owing to the distortions in the second half of 1970, the three months on three months comparisons of trade will continue to be affected for some time to come.

Exports¶

Exports in December were £759 million f.o.b. seasonally adjusted. The figure probably contains some residual making good in the recording and shipment of exports delayed by the July dock strike. Part of the increase over the total of £714 million in November was due to a recovery in deliveres of ships; exports of precious stones, another erratic category, were also high. Despite the distortions in the monthly figures it is clear that the trend in the value of exports has continued to rise. In the second half of 1970 exports averaged £697 million a month, nearly 4 per cent higher than the rate of £674 million in the first half of the year. In general, the rise reflects higher export prices, while the overall volume of exports was practically unchanged between the two half years.

In 1970 as a whole, total exports were 11 per cent higher than in 1969. Of this increase 6 per cent was accounted for by higher export prices (provisionally estimated on export unit values up to November) and the remainder by an increase in the volume of goods.

Exports to Western Europe have continued to increase strongly; between the first and second halves of 1970 they rose by 7 per cent in value, the increase to EEC being greater than to EFTA. There was a rise of 4 per cent in deliveries to the sterling area and of 2 per cent to North America, but deliveries to other destinations were little changed or lower.

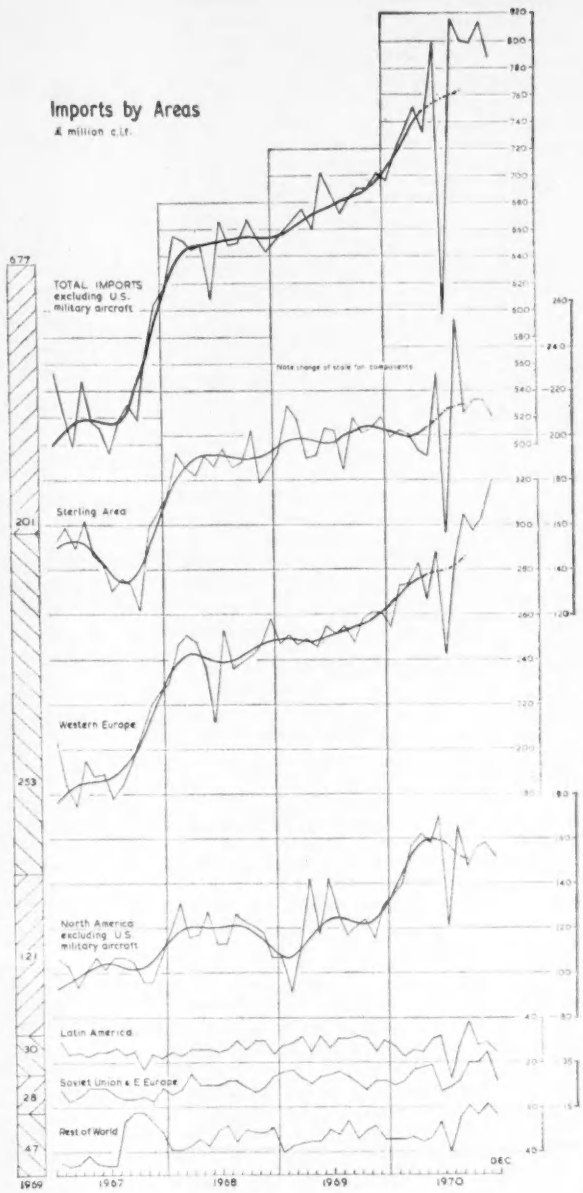
Among commodities, the value of deliveries of machinery between the same periods rose by 6 per cent. There was an increase of 3 per cent in exports of road motor vehicles but exports of other transport equipment, which mainly consists of ships and aircraft, fell substantially.

Imports

Imports in December totalled £788 million c.i.f. seasonally adjusted and excluding United States military aircraft. Fuel imports fell back from the high November figure to a more normal level, and food imports were also at a lower level.

The trend in recent months cannot be gauged precisely but in the second half of 1970 imports averaged £767 million a month, nearly 4 per cent higher than the average of £738 million in the first half year. Of this increase 2½ per cent is provisionally attributed to a higher volume of arrivals. In the year 1970 as a whole, the

¶ *See footnote on page 110*



value of imports was 11 per cent higher than in 1969, of which 4 per cent reflected higher import prices and the remainder a higher volume of arrivals.

There were increases between the first and second halves of 1970 in most of the main commodity groups, the largest being in fuels and finished manufactures but the value of imported semi-manufactured goods other than chemicals showed little change mainly owing to lower copper prices. Among sources of imports, the biggest increases were from the sterling area and Western Europe.

Import deposits

Import deposits were not payable on goods entered with Customs after December 4, but repayments of deposits collected six months earlier continues. It is announced by HM Customs that gross receipts of import deposits in December were £12 million; repayments totalled £79 million.

Other factors in the trade balance

The net adjustment to the seasonally adjusted figures to derive the visible trade balance (explained in greater detail in Note 2(a)) amounting to a credit of £85 million in December, was little changed from the November figure of £82 million.

Visible trade balance¶

There was a surplus on visible trade in December of £56 million seasonally adjusted and excluding United States military aircraft. In the second half of 1970 there was a surplus of about £1 million a month compared to a position close to balance in the first half. For the year 1970 as a whole, visible trade is provisionally estimated to have been in small surplus compared with a deficit on a corresponding basis averaging £7 million a month in 1969.

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at a rate close to £50 million a month. During 1969 they averaged £46 million a month and in the first three quarters of 1970 £50 million a month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month in the second half of 1969 and nearly £1 million a month in 1970. Payments in December were nil.

New presentation of trade figures

As announced in *Trade and Industry* on November 4, 1970, the monthly figures of United Kingdom trade, starting with those for January 1971, to be published on February 11 are to be set out in a new form. The intention is to make it easier to relate visible trade to the current account of the balance of payments. The totals of exports and imports will both be shown f.o.b. and on the same basis as in the quarterly balance of payments and the monthly announcements will show how these totals are derived from the trade statistics. The information at present given in the table in Note 2(a) will be given greater prominence.

¶ *See footnote on page 110*

(*Continued on next page*)

Table 5. Imports: Areas

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	693	677	200	252	137	121	30	28	46
1970 p	755	753	206	285	155	153	27	30	51
1st quarter	718	716	200	271	148	146	26	28	46
2nd quarter	763	760	203	281	169	165	30	30	49
3rd quarter	739	738	205	280	146	146	26	29	52
October	792	790	216	298	158	156	28	35	57
November	816	813	216	304	161	158	29	40	62
December p	788	788	209	320	152	152	25	28	57
3rd quarter	739	738	205	280	146	146	26	29	52
4th quarter p	799	797	214	307	157	155	27	34	59

p Provisional estimates

UNITED KINGDOM TRADE, *continued*

NOTES:

1. Detailed particulars of United Kingdom imports and exports will be published on January 28† and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade*‡ for February due to be published on or about Febru-26.

2(a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1970' (Table 8 and pages 68-71).

A run of recent figures summarizing the adjustments is given at foot of this page.

2(b) Purchase of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

2(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

† Overseas Trade Statistics of the United Kingdom, December 1970, HMSO price £1 10s. 0d. [£1.50]. (Annual subscription £19 4s. 0d. [£19.20].)

‡ Report on Overseas Trade, published by HMSO price 6s. [30p] (Annual subscription £3 16s. 0d. [£3.80].)

2(d) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. From the checks made of the lodgment of export documents against ship and aircraft manifests during the course of 1970, it has been estimated that, from January to May, about 2 per cent of exports were not recorded. The previously published figures for total exports for each of the months January to May have therefore been increased by this proportion.

Preliminary results of subsequent manifest checks covering the months up to September 1970 are consistent with the results at a similar stage of the checks for departures from January to May and therefore suggest a continuance of under-recording at about the same rate. For the most recent months the manifest checking operation cannot yet provide information, but there is no evidence suggesting any change. In these circumstances an increase of 2 per cent has been applied provisionally to the seasonally adjusted total export values in each of the months from June to December. Further results from manifest checks will in due course show whether this provisional adjustment needs to be modified. The figures in this article for total exports (except in Tables 1C, 2 and 3) and for the visible trade balance have been adjusted to compensate for the estimated under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970 on United Kingdom Trade in April.

2(e) Revisions to seasonally adjusted figures

As usual, end-year adjustments have been made to the seasonally adjusted monthly figures for each of exports, imports and the visible trade balance in 1970 to bring the total of the individual months into line with the cumulative recorded total for the year. Some adjustment either upward or downward normally has to be made at the end of each year partly because the seasonally adjusted figures do not as a rule add up precisely to the year's total and partly because of revisions brought into the cumulative totals of trade during the year which are not allocated to particular months. On this occasion the revisions for exports amounted to additions of about £1 million a month and for imports additions of some £4 million a month. The net effect on the visible trade balance was to subtract £3 million a month.

Commencing with the issue of the figures for January 1971 next month, and coinciding with the introduction of the monthly values of exports and imports on a balance of payments basis, improvements in the process of seasonal adjustment will be introduced. These will be described in an article in *Trade and Industry* in February.

Calculation of visible trade balance (Note 2(a))

Seasonally adjusted values

£ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance§
	Overseas Trade Statistics basis§	Coverage adjustments	Balance of Payments basis§	Overseas Trade Statistics basis	Freight, insurance and other valuation adjustments	Coverage adjustments	Balance of Payments basis	
	(fob) (1)	(2)	(fob) (3)	(cif) (4)	(5)	(6)	(fob) (7)	(8)
1968	547	−24	523	646	−66	−13	567	−44
1969	615	−27	588	677	−68	−14	595	− 7
1970	685	−28	658	753	−78	−18	657	+0
1969 1st quarter	577	−26	551	659	−68	−10	581	−30
2nd quarter	608	−30	578	678	−68	−16	594	−16
3rd quarter	631	−24	607	680	−68	−14	597	+10
4th quarter	645	−27	618	693	−68	−16	609	+9
1970 1st quarter	670	−26	645	716	−71	−19	626	+19
2nd quarter	677	−29	648	760	−76	−16	667	−19
3rd quarter	648	−27	621	738	−78	−16	644	−23
4th quarter	746	−30	716	797	−85	−22	690	+27
July	668	−30	658	599	−63	−20	516	+141
August	518	−24	494	815	−86	− 9	720	−226
September	738	−28	711	800	−86	−19	696	+15
October	765	−32	733	790	−83	−16	691	+42
November	714	−26	688	813	−87	−21	705	−17
December	759	−31	729	788	−86	−29	673	+56

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughout are rounded independently.

§ These figures are after adjusting for special factors affecting the recording of exports (see Note 2 (d)).

Investment intentions of the manufacturing and distributive and service industries for 1971 and 1972

Manufacturing industry

FORECASTS of capital expenditure provided to the Department of Trade and Industry in November/December last year indicate that manufacturing industry was then expecting that investment would fall by about 2 per cent in real terms between 1970 and 1971 and that there would be little change between 1971 and 1972. Past experience has shown that forecasts provided two years in advance have been subject to much greater uncertainty than those for one year ahead.

A small decline in investment in 1971 was expected by most industry groups. No groups showed marked falls and a moderate increase in investment was expected by the food, drink and tobacco industry; a sizeable increase by the iron and steel industry, and a rather larger increase by the coal and petroleum products industry. The outlook for expenditure on new building work was weaker than that for total investment.

This latest inquiry points to the end of the upward phase in manufacturing industry's investment which started at the beginning of 1968. The rate of increase has been decreasing recently, suggesting that the end of the upward phase was approaching. Past experience has shown that, under these conditions, the inquiry is more uncertain than usual.

To give a guide to the orders of magnitude involved the table below gives a run of figures with rounded estimates for 1970 and 1971 based respectively on actual expenditure for the first three quarters of 1970 and manufacturers forecasts for 1971.

Manufacturing industry's capital expenditure

£ million 1963 prices

	1961	1315
	1962	1210
	1963	1070
	1964	1212
	1965	1327
	1966	1366
	1967	1328
	1968	1360 (†)
	1969	1531 (†)
	1970 (round estimate)	1590
Change expected between 1970 and	1971 (see text above)	2% fall
	1971 (round estimate)	1560

(†) After allowing for expenditure, estimated at £30 million, brought forward into 1968 from 1969 in order to secure the higher rate of investment grants which ended on December 31, 1968.

Distributive and service industries (excluding shipping)

Company forecasts made in November/December 1970 suggest that firms in the distributive and service industries, excluding shipping, were not expecting very much change in the volume of investment in 1971 and 1972. Earlier estimates had indicated the possibility of a small increase between 1970 and 1971 but the latest forecasts suggest little or no change. For 1972, companies' preliminary forecasts indicate that the volume of investment may show a moderate increase over 1971.

Shipping industry

Company forecasts for the shipping industry suggest buoyant levels of investment in 1971 and 1972. Estimates for this industry have, however, shown considerable margins of uncertainty and forecasts have to be regarded with caution. The latest forecasts for 1971 indicate that the volume of expenditure may be as much as a third higher than in 1970. For 1972 the preliminary forecasts indicate a further, though less substantial, increase.

Note:

The estimates given above of expected investment were derived from the aggregation of expectations of expenditure returned by a sample of companies. Information was collected in August/September 1970, in the third main inquiry for 1970 and the first main one for 1971. Information for the second main inquiry for 1971 was collected in November/December 1970.

An article in *Economic Trends*, September 1970 on the investment intentions inquiry in manufacturing industry described the nature of the information collected from industry and the past results of the inquiry. The following table brings up-to-date Table A on page lviii of the article.

Aggregated contributors' expectations and actual capital expenditure in manufacturing industry

£ million

	Aggregated contributors' expenditure			
	Main inquiry 1st	2nd	3rd	Actual capital expenditure at current prices
1966	1,592	1,707	1,650	1,521
1967	1,593	1,575	1,642	1,485
1968	1,586	1,788	1,752	1,580 (†)
1969	1,974	2,128	2,054	1,848 (†)
1970	2,244	2,456	2,246	
1971	2,367	2,454		

(†) After allowing for expenditure brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended December 31, 1968.

The interpretation of companies' expectations is subject to some margins of uncertainty. In general, the aggregated expectations exceed actual capital expenditure and, as explained in the article, in using the results of the latest inquiry consideration has to be given to the way in which past expectations have related to actual capital expenditure.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, January 15, 1971. Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Makers name
				BRITISH	
The World At Their Feet	Br/E 35289/17/1/76	95	January 13	Rank Film Distributors Ltd.	Lewis Rank Post Productions Ltd.
The Assistant	Br/E 35290/17/1/76	36	January 13	British Lion Films Ltd.	Armada Productions
Performance	Br/E 35291/17/1/76	102	January 13	Warner Bros. Distributors Ltd.	Goodtimes Enterprises Ltd.
Satan's Skin	Br/E 35298/17/1/76	95	January 14	Tigon Pictures Ltd.	Tigon British Film Productions Ltd., and Chilton Film and TV Enterprises Ltd.
Movietone News 2171	Br/E 35228/17/1/76	8	January 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2171A	Br/E 35229/17/1/76	8	January 15	" " "	" "
				FOREIGN	
Fistic Mystic	F 35292	6	January 14	Warner Bros. Distributors Ltd.	Warner Bros. Pictures Inc.
Injun Trouble	F 35293	6	January 14	" " "	" "
A Mut in A Rut	F 35294	6	January 14	" " "	" "
Hippydrome Tiger	F 35295	6	January 14	" " "	" "
Cauldron Of Blood	F 35296	87	January 14	Tigon Pictures Ltd.	Robert D. Weinbach and Edward Mann Productions Inc.
House Of Pleasure	F 35297	81	January 14	Miracle Films Ltd.	Neue Delta Films, Vienna and Aico Films S.r.L. Rome

Capital expenditure of the manufacturing and distributive and service industries in the third quarter of 1970

Manufacturing industry

REVISED FIGURES of manufacturing industry's capital expenditure in the third quarter of 1970 indicated a rise of about 2 per cent (at 1963 prices, seasonally adjusted) between the second and third quarters, a slightly greater increase than shown by the provisional estimates a month ago.

After allowing for investment grant distortion, expenditure in the first three quarters of 1970 as a whole was about 4 per cent greater than in the corresponding quarters of 1969.

Most of the increase in investment between the second and third quarters was due to increased spending on plant and machinery. There was a fall in expenditure on new building work and a small rise in investment in vehicles.

Among the industry groups there was a large rise (38 per cent at 1963 prices, seasonally adjusted) between the first three quarters of 1969 and 1970, recorded by the metal manufacturing industry reflecting increasing expenditure by the iron and steel industry and the aluminium smelters. A strong rise of about a quarter at 1963 prices, seasonally adjusted was shown by the chemicals industry. The vehicles industry and the engineering, shipbuilding and metal goods group of industries showed a moderate increase between the first three quarters of 1969 and 1970. Over the same period a small increase was recorded by the paper, printing and publishing group. Sharp falls were recorded over this period by the textile, leather and clothing group, by the residual group of other manufacturing industries and by the coal and petroleum products industry. There was a moderate fall in investment by the food, drink and tobacco group of industries.

Distributive and service industries (excluding shipping)

In the third quarter of 1970 the volume of investment by the distributive and service industries excluding shipping was a little higher than in the second quarter. Expenditure by this group of industries eased back in the first quarter of 1970 but recovered in the second quarter; in the third quarter the volume of investment

Fixed capital expenditure at 1963 prices seasonally adjusted

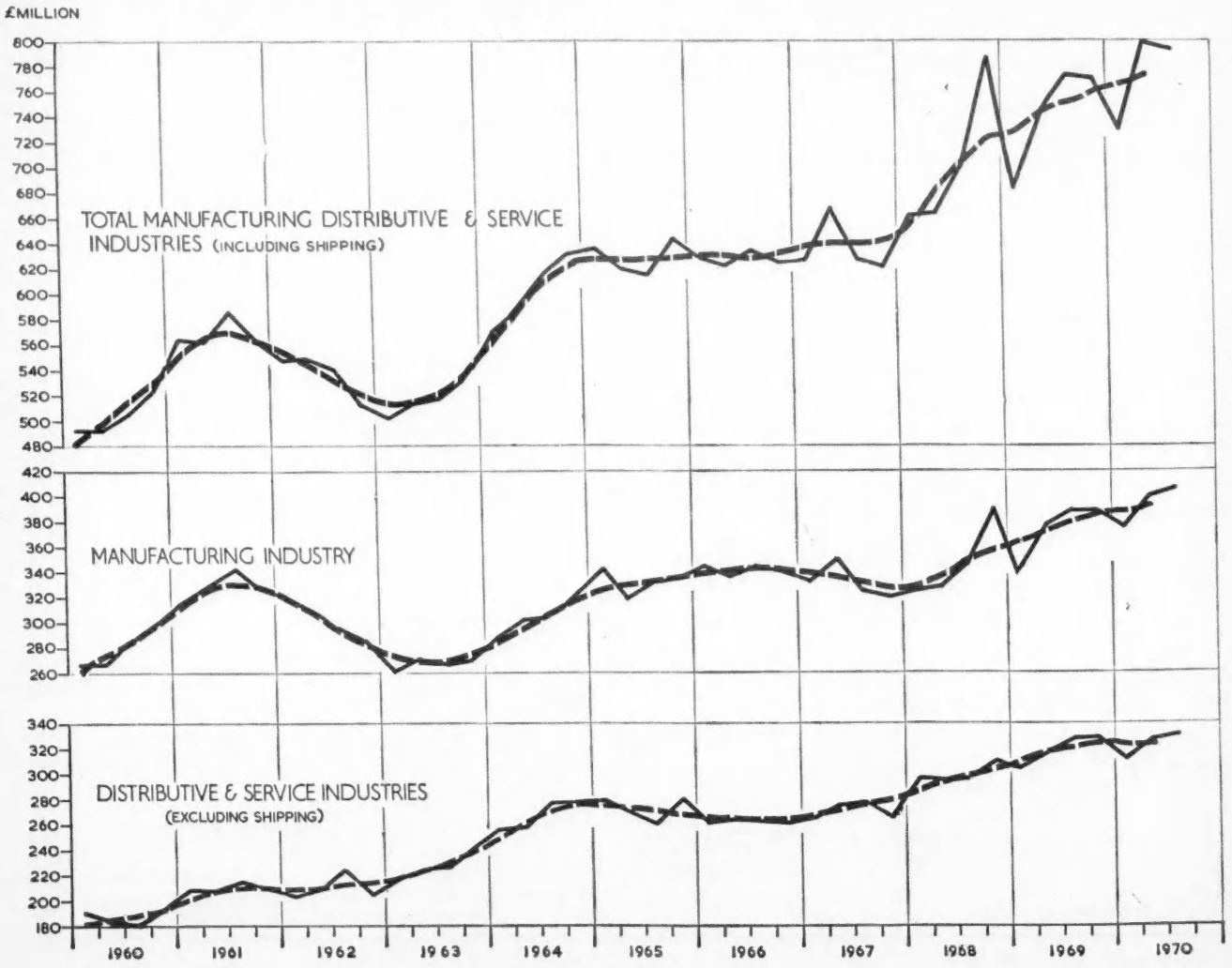


Table 1. Fixed capital expenditure at 1963 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,118	744	151	593	426	994
1961	2,274	1,315	838	121	700	406	1,168
1962	2,149	1,210	838	101	696	363	1,090
1963	2,064	1,070	910	84	645	389	1,030
1964	2,404	1,212	1,068	124	725	494	1,185
1965	2,514	1,327	1,088	99	755	472	1,287
1966	2,508	1,366	1,047	95	719	464	1,326
1967	2,544	1,328	1,082	133	694	504	1,346
1968	2,822 (2,762)*	1,390 (1,360)*	1,204 (1,199)*	228 (203)*	725	626 (601)*	1,471 (1,436)*
1969	2,976 (3,036)*	1,501 (1,531)*	1,282 (1,287)*	192 (217)*	796	616 (641)*	1,564 (1,599)*
1970							
1964 1st quarter	569	288	255	26	168	118	283
2nd quarter	587	301	258	28	177	118	292
3rd quarter	616	304	277	36	189	131	296
4th quarter	632	320	278	34	190	128	314
1965 1st quarter	636	341	279	16	200	111	324
2nd quarter	620	319	270	32	185	125	310
3rd quarter	615	332	260	23	185	112	318
4th quarter	644	335	280	29	184	125	335
1966 1st quarter	628	345	261	22	181	113	333
2nd quarter	622	337	263	22	176	117	328
3rd quarter	634	345	262	26	180	119	335
4th quarter	625	340	261	24	181	114	329
1967 1st quarter	627	332	265	30	179	118	330
2nd quarter	668	350	275	44	177	139	352
3rd quarter	628	325	277	27	168	123	338
4th quarter	621	321	266	33	170	125	326
1968 1st quarter	664	325	298	42	173	141	350
2nd quarter	667	329	297	41	182	135	350
3rd quarter	704	346	298	60	184	160	360
4th quarter	787 (727)*	390 (360)*	312 (307)*	85 (60)*	186	190 (165)*	411 (376)*
1969 1st quarter	685 (745)*	342 (372)*	307 (312)*	36 (61)*	194	140 (165)*	351 (386)*
2nd quarter	744	378	317	49	200	158	387
3rd quarter	774	390	329	55	203	159	412
4th quarter	772	391	330	52	199	159	414
1970 1st quarter	731	377	314	40	191	137	403
2nd quarter	800	402	328	70	199	169	432
3rd quarter	796	408	332	55	197	157	441

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g., by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

*After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £30 million for manufacturing industry, £5 million for distributive and service industry, and £25 million for shipping. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

rose above the peak reached in the second half of 1969. Expenditure in the first three quarters of 1970 was about 2 per cent above the corresponding period of 1969 (at 1963 prices, seasonally adjusted).

Expenditure on plant and machinery in the first three quarters of 1970 was 9 per cent above the corresponding period of 1969, after allowing for investment grant distortions, while expenditure on vehicles was nearly 5 per cent lower. Investment in new building work has been below the level of expenditure in 1969.

Investment by retailers in the first three quarters of 1970 was about 5 per cent above the corresponding period of 1969, while wholesalers' expenditure remained unchanged. The volume of expenditure in other service industries was just over 1 per cent higher in 1969 after allowing for investment grant distortions; within this group of industries capital expenditure by finance houses has shown a strong growth in the first three quarters of 1969, while expenditure by the construction and road haulage industries has shown a small fall.

Shipping industry

In the third quarter of 1970 the volume of investment by the shipping industry was the same as the average of expenditure in the first half of the year.

Revisions of figures

The figures of capital expenditure by the manufacturing, distributive and service, and shipping industries have been revised since they were last published.

The figures for manufacturing industry's capital expenditure have been revised following publication of the results of the 1969 Census of Production in *Trade and Industry*, December 30, 1970.

The figures for the distributive and service industries, excluding shipping, have been revised to take account of partial results from the Inquiry into the Distributive and Service Industries for 1969, and the 1969 Census of Production for Construction. There have also been a few revisions to 1968 to take account of late returns.

The revisions to manufacturing and the distributive and service industries in 1969 have had consequential effects on the estimates for the first three quarters for 1970 as these are calculated by linking to the figures for 1969.

The estimates of capital expenditure by the shipping industry for 1969 have been revised in the light of additional information received.

(Continued on next page)

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CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total all manufacturing industries	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,118·2	156·0	22·7	139·1	204·0	245·7	88·3	92·5	73·3	96·6	288·8	73·5	755·9
1961	1,315·3	164·2	31·0	171·1	266·4	268·2	118·0	110·3	80·3	105·8	347·4	70·1	897·8
1962	1,210·4	163·0	22·6	172·7	228·6	235·4	105·6	94·6	80·7	107·2	325·5	61·5	823·4
1963	1,070·2	163·9	30·0	134·3	136·1	233·8	100·9	85·7	79·7	105·9	267·2	74·1	728·9
1964	1,211·8	186·6	36·7	164·7	114·4	279·9	90·9	116·3	90·8	131·5	298·9	90·9	822·0
1965	1,326·9	186·9	35·8	209·1	112·8	293·6	107·5	132·0	98·8	150·4	323·8	93·7	909·4
1966	1,366·2	178·8	57·3	228·7	116·0	298·7	119·9	128·3	86·2	152·3	311·4	89·7	965·1
1967	1,328·1	206·4	83·4	191·0	116·4	292·6	119·8	104·3	83·7	130·5	271·8	94·2	962·1
1968	1,389·6 (1,359·6)*	216·2	94·7	188·5	110·0	301·3	110·3	138·1	85·8	144·7	280·4	103·9	1,005·3 (975·3)*
1969	1,501·1 (1,531·1)*	209·7	74·6	220·7	130·8	308·1	132·6	151·0	92·3	181·3	323·0	109·5	1,068·6 (1,098·6)*
1970													
1964 1st quarter	287·6	45·6	12·4	36·2	28·2	66·1	22·5	25·1	22·1	29·4	71·2	22·6	193·8
2nd quarter	300·5	47·0	8·6	39·7	27·8	70·0	24·3	28·2	21·1	33·8	74·5	22·6	203·4
3rd quarter	304·0	48·1	7·5	41·3	29·1	70·8	20·5	29·7	24·4	32·6	75·0	22·9	206·1
4th quarter	319·7	45·9	8·2	47·5	29·3	73·0	23·6	33·3	23·2	35·7	78·2	22·8	218·7
1965 1st quarter	340·5	47·0	9·2	51·1	28·7	78·8	25·9	34·6	26·8	38·4	86·6	23·5	230·4
2nd quarter	318·8	44·8	8·3	50·2	28·1	69·8	24·7	31·3	26·1	35·5	78·8	22·7	217·3
3rd quarter	332·2	47·8	8·5	57·1	28·8	67·8	27·5	34·2	22·8	37·7	80·9	22·6	228·7
4th quarter	335·4	47·3	9·8	50·7	27·2	77·2	29·4	31·9	23·1	38·8	77·5	24·9	233·0
1966 1st quarter	344·6	45·3	12·0	60·5	28·7	73·5	32·3	31·4	20·6	40·3	77·8	22·9	243·9
2nd quarter	336·8	44·1	13·3	54·6	27·6	75·2	29·8	34·5	20·7	37·0	75·5	23·6	237·7
3rd quarter	345·3	43·9	16·5	57·7	29·2	75·6	28·9	31·9	21·5	40·1	78·4	22·3	244·6
4th quarter	339·5	45·5	15·5	55·9	30·5	74·4	28·9	30·5	23·4	34·9	79·7	20·9	238·9
1967 1st quarter	331·8	51·2	16·5	47·4	29·8	73·4	30·2	28·1	21·0	34·2	75·3	21·1	235·4
2nd quarter	349·8	52·4	21·8	54·9	31·6	77·4	31·7	26·1	22·0	31·9	71·3	24·3	254·2
3rd quarter	325·1	50·7	22·5	43·0	30·0	71·7	28·8	24·7	21·4	32·3	62·9	24·6	237·6
4th quarter	321·4	52·1	22·6	45·7	25·0	70·1	29·1	25·4	19·3	32·1	62·3	24·2	234·9
1968 1st quarter	324·9	47·6	20·1	42·7	34·2	71·0	26·1	30·3	21·4	31·5	62·9	26·0	236·0
2nd quarter	329·1	53·0	22·8	46·0	26·7	71·3	26·2	28·2	19·4	35·5	69·3	24·4	235·4
3rd quarter	345·5	56·4	22·1	45·3	24·4	76·0	32·4	33·7	20·1	35·1	73·7	25·7	246·1
4th quarter	390·1 (360·1)*	59·2	29·7	54·5	24·7	83·0	25·6	45·9	24·9	42·6	74·5	27·8	287·8 (257·8)*
1969 1st quarter	341·6 (371·6)*	50·5	20·7	48·6	28·2	74·2	24·4	37·5	17·9	39·6	79·5	26·0	236·1 (266·1)*
2nd quarter	378·1	54·6	18·1	55·5	31·1	75·3	32·0	39·3	24·2	48·0	82·6	29·5	266·0
3rd quarter	390·4	52·3	18·6	60·0	33·5	80·2	36·9	37·4	25·3	46·2	82·6	26·9	280·9
4th quarter	391·0	52·3	17·2	56·6	38·0	78·4	39·3	36·8	24·9	47·5	78·3	27·1	285·6
1970 1st quarter	377·4	48·9	14·5	66·1	41·6	83·3	30·6	31·3	25·2	35·9	78·0	25·2	274·2
2nd quarter	401·7	54·1	15·6	68·4	44·6	85·9	36·3	33·0	24·9	38·9	83·1	24·5	394·1
3rd quarter	408·2	50·1	23·9	71·6	42·0	88·2	39·6	33·6	24·2	35·0	82·0	25·1	301·1
4th quarter													

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,204 (1,199)*	131	232	841 (836)*	439	300	466 (461)*
1969	1,282 (1,287)*	127	243	913 (918)*	466	321	495 (500)*
1970							
1964 1st quarter	255	31	55	170	97	69	89
2nd quarter	258	32	59	168	102	67	89
3rd quarter	277	32	57	188	113	73	90
4th quarter	278	37	56	185	112	71	95
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	298	35	55	207	109	75	114
2nd quarter	297	31	58	208	111	70	115
3rd quarter	298	32	59	208	109	76	113
4th quarter	312 (307)	34	59	219 (214)*	110	79	124 (119)*
1969 1st quarter	307 (312)*	31	59	217 (222)*	113	79	115 (120)*
2nd quarter	317	31	60	226	116	80	121
3rd quarter	329	32	60	236	118	79	131
4th quarter	330	32	64	234	118	83	128
1970 1st quarter	314	30	62	221	112	73	129
2nd quarter	328	32	62	234	114	77	138
3rd quarter	332	32	63	238	115	78	140
4th quarter							

Fixed capital expenditure at 1963 prices seasonally adjusted

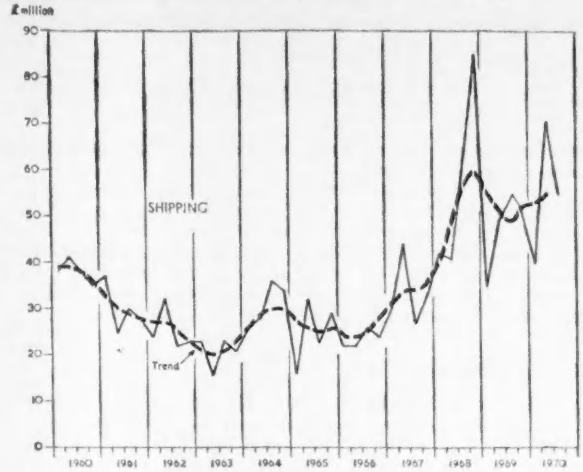


Table 4. Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,902	1,035	705	162
1961	2,913	1,253	808	132
1962	2,119	1,183	829	107
1963	2,064	1,070	910	84
1964	2,445	1,236	1,086	123
1965	2,657	1,420	1,137	100
1966	2,742	1,521	1,122	99
1967	2,799	1,485	1,174	140
1968	3,212	1,615	1,350	247
1969	3,522	1,813	1,491	217
1970				
1964 1st quarter	552	273	256	23
2nd quarter	585	301	259	25
3rd quarter	612	308	271	33
4th quarter	696	354	301	41
1965 1st quarter	638	338	285	15
2nd quarter	643	334	279	30
3rd quarter	642	357	264	21
4th quarter	735	392	308	35
1966 1st quarter	661	361	279	21
2nd quarter	662	362	278	22
3rd quarter	677	382	269	26
4th quarter	742	416	296	30
1967 1st quarter	675	358	288	29
2nd quarter	715	376	295	44
3rd quarter	672	360	287	25
4th quarter	739	392	305	42
1968 1st quarter	726	354	331	41
2nd quarter	740	368	330	43
3rd quarter	782	400	323	59
4th quarter	964	493	367	104
1969 1st quarter	779	386	356	38
2nd quarter	852	435	365	53
3rd quarter	895	470	368	57
4th quarter	996	524	403	70
1970 1st quarter	877	453	379	45
2nd quarter	977	500	397	80
3rd quarter	996	539	396	62
4th quarter				

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

Distributive Trades Order XXIII

Wholesale MLH 810,811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)
Retail MLH 820, 821

Other industries Order XX (Construction); XXII (Transport and Communication) excluding 701 – Railways, 706 – Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services)

The estimates with the exception of those for manufacturing industry in table 2 are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production series:

Monthly at £1 a year post free:
Paper and Paper making Materials for October 1970
Wood Chipboard for November 1970
Imported Timber for November 1970

Quarterly at 7s. 6d. (37½p) a year post free:
Pesticides and Allied Products for Third Quarter 1970
Pens and Pencils for Third Quarter 1970

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, on page 620.

Retail sales in Northern Ireland

THE INDEX of retail sales in Northern Ireland for October was 119 (1965=100), an increase of 6 per cent on October 1969, the same increase on a year earlier as was recorded in September, but larger than the average for the second quarter.

After allowing for price changes, the estimated volume of sales in October 1970 decreased by just under 1 per cent as compared with October 1969, much the same decrease on a year earlier as in September.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in October are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Room 311, Linenhall Street, Belfast 2 (Tel. Belfast (0232) 34488, Ext. 215).

	October 1970	
	Index No. 1965 = 100	Percentage increase
Value of sales by:		
All kinds of business	119	6
Food shops	122	-1
Non-food shops	118	11
Of which:		
Clothing and footwear shops	128	18
Durable goods shops	137	20
Miscellaneous non-food shops	110	7
Department and general stores	114	2

'Monthly Digest of Statistics' completes its quarter-century

WITH THE PUBLICATION on January 13 of its 300th issue, the *Monthly Digest of Statistics* completes its 25th year. One of the best known of the CSO publications, it has changed little in format since its first issue in January 1946; but, with the growth of monthly and quarterly economic statistics since the war, it has considerably expanded its contents and now runs to about 170 tables. It is prepared monthly by the Central Statistical Office to serve the needs of users who want quick access to recent figures covering a wide range of subjects and it is published by HMSO, price 12s.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

Manufacturers' and distributors' stocks in the third quarter of 1970

Manufacturing industry

REVISED FIGURES indicate that manufacturers' stocks rose in the third quarter by £42 million (at 1963 prices, seasonally adjusted), a rather higher increase than provisionally estimated, although the rise remained below the figures for stockbuilding in the second quarter.

The rise in stocks of material and fuel was about half of the rise in the second quarter but the latter was higher than normal, possibly because of increased stockbuilding in anticipation of the dock strike.

The rise in work in progress in the third quarter was about a third of the rise in the second quarter.

Stocks of finished goods rose slightly in the third quarter after a substantial run-down in the second quarter possibly due to anticipation of the dock strike.

The ratio of manufacturers' stocks of production in the third quarter was slightly higher than in the second quarter, although it remains historically low.

Of the six industry groups analysed, stocks increased in the chemicals, metals and engineering industries. The biggest increase in stockbuilding was shown in the engineering industry; this followed even greater stockbuilding in the second quarter, and over the first three quarters of 1970 stockbuilding has been high. In the food, drink and tobacco industry, textile industry and other manufacturing industries, stocks fell by moderate amounts.

Distributive industries

At the end of the third quarter of 1970 wholesalers' stocks were £5 million higher than at the end of June (at 1963 prices, seasonally adjusted). This small increase was more than accounted for by the rise in stocks held by dealers in industrial materials and

Value of physical increase in stocks at 1963 prices seasonally adjusted

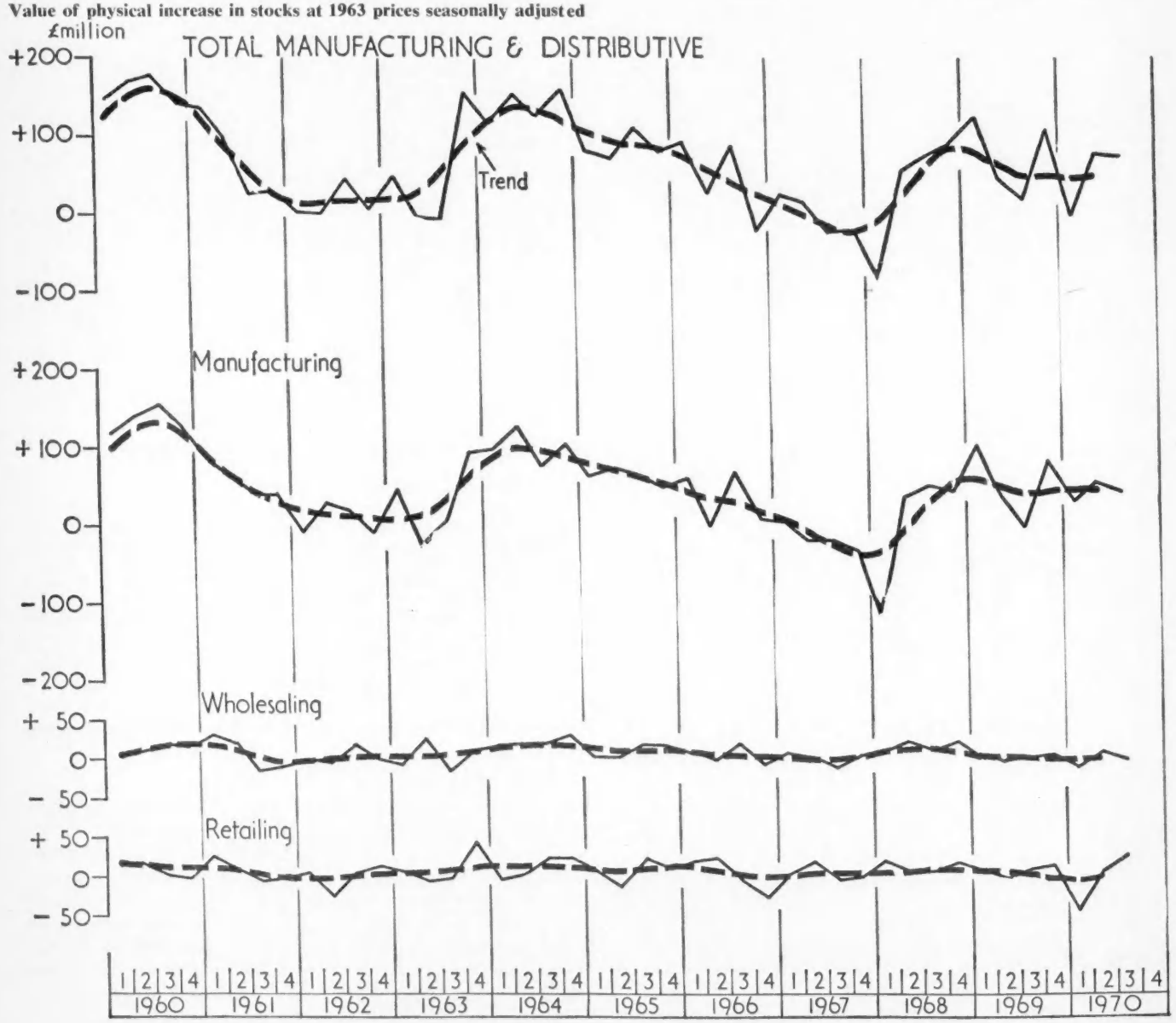


Table 1. Value of physical increase of manufacturers' and distributors' stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	9,833	7,295	1,224	1,314
1960	637	543	55	39
1961	296	234	32	30
1962	55	29	22	3
1963	191	122	25	43
1964	550	411	93	46
1965	341	263	47	31
1966	185	143	25	17
1967	– 2	–37	13	22
1968	138	23	75	41
1969	294	232	26	36
1964 1st quarter	116	99	20	– 3
2nd quarter	152	127	22	3
3rd quarter	123	79	21	23
4th quarter	159	106	30	23
1965 1st quarter	80	66	5	9
2nd quarter	71	78	4	–12
3rd quarter	111	67	21	23
4th quarter	79	51	18	11
1966 1st quarter	92	62	9	21
2nd quarter	28	2	1	25
3rd quarter	86	69	21	– 4
4th quarter	–21	10	– 6	–24
1967 1st quarter	23	8	10	6
2nd quarter	16	– 8	4	20
3rd quarter	–22	– 8	–10	– 4
4th quarter	–19	–30	9	1
1968 1st quarter	–82	–114	12	21
2nd quarter	55	39	26	– 9
3rd quarter	75	53	13	9
4th quarter	90	46	25	20
1969 1st quarter	121	105	6	9
2nd quarter	45	43	2	—
3rd quarter	18	—	8	10
4th quarter	109	84	10	16
1970 1st quarter	–14	32	– 5	41
2nd quarter	75	55	12	7
3rd quarter	73	42	5	26

machinery whose stocks have shown a clear increase for three quarters running.

Retailers' stocks rose by £26 million (at 1963 prices, seasonally adjusted). This series can move erratically; there was a fall of £41 million in the first quarter of 1970 followed by a small increase of £7 million in the second quarter.

Revisions to previous figures

Manufacturers' and wholesalers' stock figures for 1969 and 1970 have been revised since they were last published. The manufacturing industry's stock figures have been revised on the basis of the results of the 1969 Census of Production which was published in *Trade and Industry*, December 30, 1970. The wholesalers' stock figures have been revised to take account of the results of the Inquiry into the Distributive and Service Industries for 1969. Results of this inquiry will be published in *Trade and Industry* in due course.

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four **Export Handbooks** *– 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over* 300 *pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section* (555), *DTI,* 1 *Victoria Street, London, S.W.*1.

Table 2. Value of the physical increase of stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1969	7,295	954	715	502	3,585	781	758	2,463	2,713	2,119
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	– 1	–18	42	–19	– 3	–60	43	47
1963	122	46	–14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	– 2	41	56	98	109
1966	143	–11	31	–16	84	26	30	–22	33	133
1967	–37	18	6	–27	11	–32	–12	–39	34	–33
1968	23	—	57	30	–91	2	25	6	—	17
1969	232	3	58	–23	118	47	30	39	22	172
1964 1st quarter	99	10	13	9	48	17	2	60	31	8
2nd quarter	127	– 2	9	16	76	20	9	31	56	40
3rd quarter	79	– 9	11	1	59	7	9	10	44	25
4th quarter	106	2	14	4	57	17	13	46	47	14
1965 1st quarter	66	–13	– 2	10	52	10	10	1	48	17
2nd quarter	78	2	21	—	49	– 4	12	29	7	42
3rd quarter	67	16	4	7	34	– 7	14	13	32	22
4th quarter	51	– 2	4	10	34	– 1	6	12	11	28
1966 1st quarter	62	4	11	– 4	33	6	13	4	16	43
2nd quarter	2	—	7	–18	3	6	5	–22	13	11
3rd quarter	69	–15	6	18	40	10	10	23	—	46
4th quarter	10	—	6	–11	9	4	2	–28	4	34
1967 1st quarter	8	– 3	4	– 3	10	– 6	6	– 9	15	3
2nd quarter	– 8	3	–16	– 7	24	– 6	– 5	–21	4	9
3rd quarter	– 8	17	24	– 9	–27	– 3	– 9	– 1	3	–10
4th quarter	–30	1	– 6	– 8	4	–17	– 3	– 7	12	–34
1968 1st quarter	–114	3	–11	—	–91	– 9	– 7	–11	–26	–77
2nd quarter	39	—	31	8	–18	7	11	—	9	30
3rd kuarter	53	–13	22	12	26	– 2	8	– 1	21	32
4th quarter	46	10	14	10	– 7	6	13	17	– 4	33
1969 1st quarter	105	2	16	– 4	57	24	11	20	20	66
2nd quarter	43	– 3	14	– 5	30	—	7	20	– 2	25
3rd quarter	—	15	– 4	–16	–15	13	7	–21	6	15
4th quarter	84	–11	33	1	47	9	5	20	– 2	66
1970 1st quarter	32	6	16	– 3	4	4	5	10	–27	49
2nd quarter	55	8	9	3	54	12	– 7	40	40	–25
3rd quarter	42	–10	10	13	40	– 6	– 6	20	14	9

(*Continued on next page*)

INDUSTRY'S STOCKS, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1969	1,224	758	118	348
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	26	10	- 1	17
1964 1st quarter	20	8	4	8
2nd quarter	22	11	2	9
3rd quarter	21	6	8	7
4th quarter	30	23	—	7
1965 1st quarter	5	- 2	- 1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	- 1
2nd quarter	1	1	2	- 2
3rd quarter	21	18	- 3	7
4th quarter	- 6	- 8	- 1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	- 4	- 2
3rd quarter	-10	-10	2	- 2
4th quarter	9	9	1	- 1
1968 1st quarter	12	15	1	- 4
2nd quarter	26	13	4	8
3rd quarter	13	10	- 2	4
4th quarter	25	10	- 1	16
1969 1st quarter	6	- 2	—	8
2nd quarter	2	- 7	- 1	10
3rd quarter	8	6	1	1
4th quarter	10	13	- 1	- 2
1970 1st quarter	- 5	-15	1	9
2nd quarter	12	8	- 4	8
3rd quarter	5	- 1	- 4	10

Table 4. Increase in the book value of manufacturers' and distributors stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	12,204	9,117	1,506	1,581
1960	690	586	60	44
1961	416	315	40	61
1962	143	81	30	31
1963	348	253	44	50
1964	811	590	136	85
1965	612	490	73	50
1966	468	363	51	55
1967	150	70	47	33
1968	715	462	138	115
1969	1,037	822	104	112
1964 1st quarter	210	137	18	55
2nd quarter	228	184	32	11
3rd quarter	184	115	66	4
4th quarter	189	153	20	16
1965 1st quarter	190	124	—	65
2nd quarter	158	153	15	-10
3rd quarter	170	109	63	- 1
4th quarter	94	104	- 5	- 5
1966 1st quarter	253	162	7	84
2nd quarter	179	138	12	29
3rd quarter	99	68	52	2*
4th quarter	-63	- 5	-20	37
1967 1st quarter	39	-14	-15	68
2nd quarter	29	18	1	11
3rd quarter	10	18	30	-38
4th quarter	73	49	32	- 8
1968 1st quarter	138	17	23	98
2nd quarter	211	169	30	12
3rd quarter	176	141	57	-22
4th quarter	190	135	28	27
1969 1st quarter	352	334	16	102
2nd quarter	238	216	18	4
3rd quarter	185	138	65	-18
4th quarter	262	234	4	24
1970 1st quarter	315	252	17	47
2nd quarter	320	256	28	37
3rd quarter	225	147	77	1

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

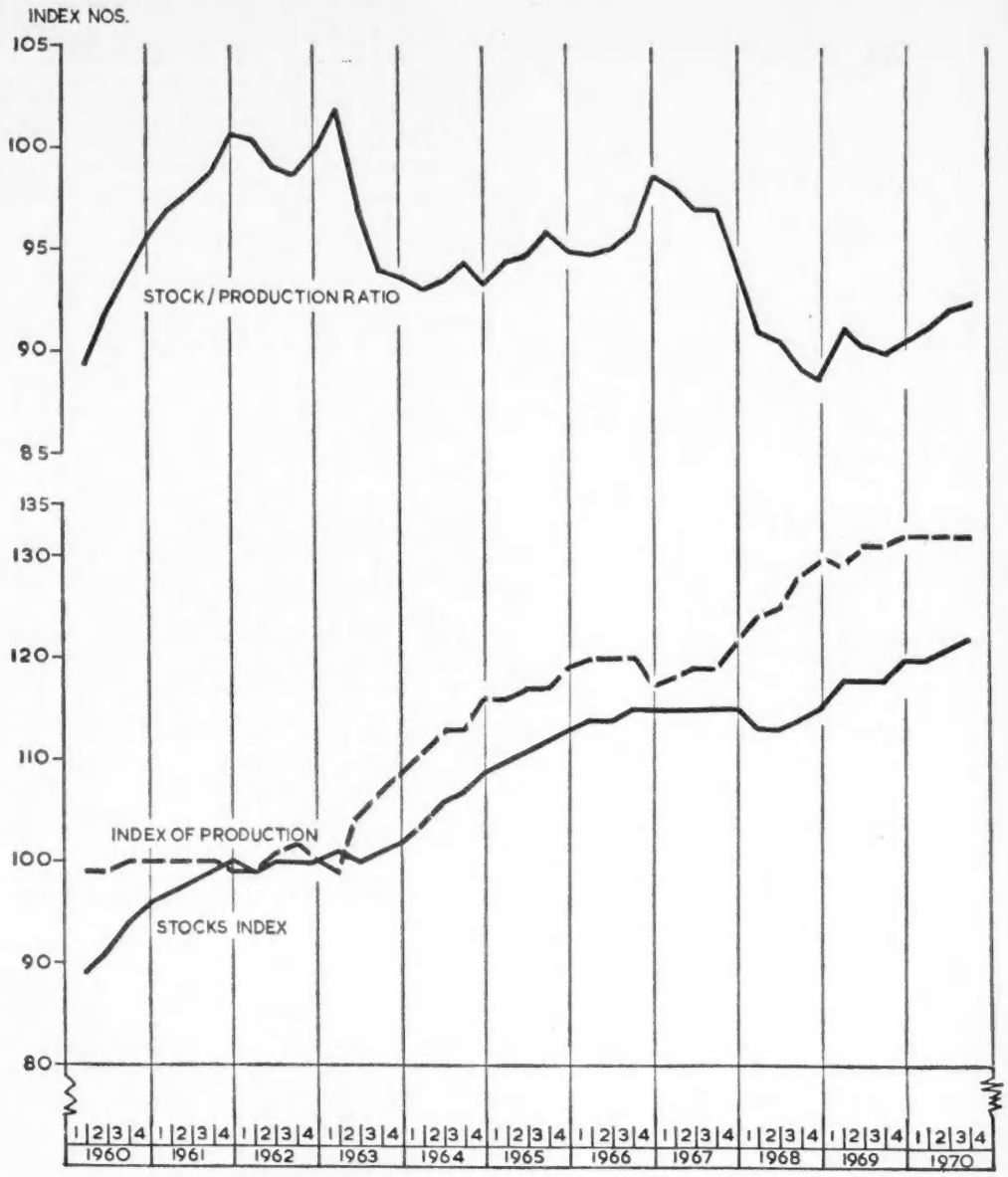
ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Table 5. The relationship of manufacturers' stocks to manufacturing production

		Index numbers – 4th quarter – 1962 = 100 Seasonally adjusted		
		Stock levels at 1962 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·5
	2	91	99	91·6
	3	94	100	93·7
	4	96	100	95·5
1961 Q	1	97	100	96·9
	2	98	100	97·8
	3	99	100	98·8
	4	100	99	100·7
1962 Q	1	99	99	100·3
	2	100	101	99·1
	3	100	102	98·6
	4	100	100	100·0
1963 Q	1	101	99	102·1
	2	100	104	96·9
	3	101	107	94·2
	4	102	109	93·7
1964 Q	1	104	111	93·1
	2	106	113	93·6
	3	107	113	94·4
	4	109	116	93·5
1965 Q	1	110	116	94·5
	2	111	117	94·6
	3	112	117	95·9
	4	113	119	95·0
1966 Q	1	114	120	94·9
	2	114	120	95·1
	3	115	120	96·0
	4	115	117	98·7
1967 Q	1	115	118	98·1
	2	115	119	97·1
	3	115	119	97·0
	4	115	122	94·2
1968 Q	1	113	124	91·1
	2	113	125	90·5
	3	114	128	89·3
	4	115	130	88·7
1969 Q	1	118	129	91·1
	2	118	131	90·2
	3	118	132	89·8
	4	120	132	90·5
1970 Q	1	120	132	91·1
	2	121	132	92·0
	3	122	132	92·3

Notes:
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purpose of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.
(3) The index number of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.



Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*
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HMSO

Release dates of economic statistics to be published in February

THIS NOTICE is issued by the Central Statistical Office on behalf of the Government Statistical Service as a guide to the dates of publication of major economic series in the forthcoming month. The dates are those which Departments, or other organizations concerned, are aiming at and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about these series should be addressed to the source named.

Date	Series	Method of Release†	Source
February:			
1 Mon.	Car and commercial vehicle production (Dec.)	PN	DTI
2 Tues.	Official currency reserves (Jan.)	PN	Treasury
	Weekly fuel statement	PN	DTI
	London clearing banks (main figures) (Jan.)	PN	CLCB
3 Wed.	Registered unemployed (final figures) (Jan.)	PN	Dept. of Emp.
	Employment in production industries (Dec.)	PN	Dept. of Emp.
	Overtime and short-time working in manufacturing industries (Dec.)	PN	Dept. of Emp.
4 Thurs.	Consolidated Fund and National Loans Fund (Jan.)	London Gazette	Treasury
	Number of Foreign visitors to Britain (Dec.)	PN	DTI
8 Mon.	Retail trade (Dec.)	PN	DTI
	Hire purchase and other instalment credit business (Dec.)	PN	DTI
9 Tues.	Weekly fuel statement	PN	DTI
11 Thurs.	United Kingdom overseas trade (Jan.)	PN	DTI
	Index of Industrial Production (Dec.)	PN	CSO
12 Fri.	Crude steel production (Jan.)	PN	BSC/BISPA
	Finished steel receipts, consumption and stocks (prov. figures, 4th qtr.)	PN	DTI
	Building societies receipts and loans (Jan.)	PN	BSA
15 Mon.	Turnover of the motor trades (Dec.)	PN	DTI
	Turnover of the catering and service trades (Dec.)	PN	DTI
16 Tues.	Weekly fuel statement	PN	DTI
17 Wed.	Wholesale price index numbers (Jan.)	Trade and Industry	DTI
18 Thurs.	Registered unemployed (prov. Feb.)	PN	Dept. of Emp.
	Unfilled vacancy statistics (Feb.)	PN	Dept. of Emp.
	Basic rates of wages and normal weekly hours (end Jan.)	PN	Dept. of Emp.
	Consumer expenditure (second preliminary estimate 4th qtr.)	PN	CSO
20 Sat.	Retail price index (Jan.)	PN	Dept. of Emp.
21 Sun.	National Savings (monthly progress report) (Jan.)	PN	DNS
22 Mon.	Engineering industries deliveries and orders (Dec.)	PN	DTI
	New vehicle registrations (Jan.)	PN	D.of Environment
23 Tues.	Construction – new orders (Dec.) and 4th quarter	PN	D.of Environment
	Weekly fuel statement	PN	DTI
24 Wed.	Central Government borrowing requirement (Jan.)	Fin. Stats.	CSO
	Capital issues and redemptions (Jan.)	Fin. Stats.	Bank of England
	Electricity generation (Jan.)	PN	DTI
25 Thurs.	Housing starts and completions (Jan.)	PN	D.of Environment
	House improvement grants (Jan.)	PN	D.of Environment
	Bricks and cement productiln (Jan.)	PN	D.of Enviornment
	Stoppages arising from industrial disputes (Jan.)	Gazette	Dept. of Emp.
	Monthly index of average earnings (Jan.)	Gazette	Dept. of Emp.

† PN = Press Notice

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in November showed an increase of 5 per cent on a year earlier, compared with increases of 2 per cent in September and 9 per cent in October.

The value of stocks at the end of November was 9 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier.* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	– 3	..	..
1967	104	– 5	..	..
1968	108	4	..	..
1969	103	– 5	..	..
1968 4th quarter	132	3	126	8
1969 1st quarter	88	–13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	– 4	157	8
4th quarter	124	– 6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	– 2	140	1
3rd quarter	105	5	146	– 7
1969 November	118	–14	154	15
December	114	1	147	17
1970 January	60	– 4	140	8
February	92	3	154	8
March	119	6	161	5
April	103	– 5	146	2
May	92	– 5	151	2
June	95	6	140	1
July	83	10	145	– 3
August	99	6	143	– 6
September	134	2	146	– 7
October	153	9	129	– 7
November	124	5	140	– 9

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	November 1970	January-November 1970	November 1970
Women's knitted outerwear, blouses and skirts	23	3	–10
Women's coats, costumes, furs and raincoats	–22	– 7	– 8
Women's underwear	–13	–10	–29
Women's hose and children's socks	–27	–15	– 8
Women's millinery	– 7	– 1	– 3
Haberdashery, ribbons and wool	– 1	– 7	– 4
Children's wear	1	– 1	–22
Men's and boys' shirts, pyjamas and outfitting	17	7	15
Gloves	19	3	– 3
Piece-goods and nets	—	–13	–29
Household textiles	10	–14	–19
Floor coverings, furniture and hardware	13	12	– 8
Boots and shoes	15	6	3
Total†	5	3	– 9

†Including some items not included among the sub-headings. ‡ Values at cost

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

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Index of industrial production for November 1970

THE PROVISIONAL index of production for November 1970, prepared by the Central Statistical Office, is 123.4 (seasonally adjusted). For manufacturing industry alone the figure is 127.4.

For the three months September 1970 to November 1970, it is provisionally estimated that production as a whole was 1.6 per cent higher than in the preceding three months, June to August 1970; for manufacturing industries alone there is an estimated increase of 2.0 per cent.

The average index numbers for the latest three months and the prevous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	95·8	112·4	105·2	103·2	108·8	115·1	117·1	113·0	114·9	119·6	109·3	95·5	113·8	117·5
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1968 3rd quarter	120·7	83·7	122·6	116·8	113·4	123·2	132·1	140·8	124·1	125·8	136·5	137·4	86·9	121·7	115·3
4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 January	123·4	80·5	126·4	118·9	115·7	124·9	152·4	150·7	128·3	132·5	153·6	148·2	85·7	118·7	116·8
2nd quarter	123·4	79·3	126·2	120·1	113·8	132·1	144·7	157·8	127·4	136·0	158·9	145·8	84·5	111·2	119·5
3rd quarter	123·1	79·0	126·4	121·8	116·5	131·7	153·0	161·1	126·4	135·7	154·0	148·8	86·8	106·6	117·7
1970 June	123·7	78	127·2	123	114	138	148	156	129	137	173	145	84	115	118
July	121·9	79	124·8	122	115	136	152	163	123	124	148	151	86	106	115
August	122·8	79	126·1	118	117	119	152	159	129	138	151	144	87	116	122
September	124·7	80	128·4	126	118	141	155	162	127	145	163	152	87	97	115
October	126·2	80	129·8	124	118	134	157	161	130	133	170	151	88	121	117
November	123·4	64	129·4	124	120	132	151	163	127	129	134	148	87	119	122
June-August (av.)	122·8	79	126·0	121	115	131	151	159	127	133	157	147	86	113	119
September-November (av.) p	124·8	74	128·5	125	119	135	154	162	128	135	156	150	87	112	118

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118·2	119·8	113·0	107·7	108·3	104·2	106·9	116·8	120·7	109·7	113·4	111·4	117·1	114·3	112·3
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1968 3rd quarter	113·8	114·3	112·2	114·3	120·8	94·3	103·8	127·6	130·2	123·0	118·5	118·9	136·9	121·7	129·2
4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·9
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·1	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	117·5	119·8	110·0	114·8	122·9	91·7	102·0	120·9	116·9	128·3	104·7	123·6	144·0	113·2	144·7
2nd quarter	115·2	117·0	109·5	115·6	123·2	93·9	103·0	121·5	123·4	118·1	113·4	120·6	142·6	115·7	141·8
3rd quarter	108·9	109·5	107·1	118·1	127·2	93·8	102·9	130·1	128·4	133·1	112·3	122·7	146·9	113·3	141·4
1970 June	114	116	107	116	123	93	106	128	125	134	117	121	140		135
July	109	109	108	117	126	95	102	127	125	129	102	123	141		143
August	108	108	110	119	129	94	103	131	129	136	112	120	146		141
September r	110	112	103	118	127	93	104	132	131	134	123	125	154		141
October p	121	123	116	121	128	92	109	130	127	134	120	121	148		147
November p	113	115	106	117	127	92	102	127	125	129	123	120	150		143
June-August (av.)	110	111	109	117	126	94	104	129	126	133	110	121	142		140
September-November (av. p)	115	117	108	119	127	92	105	129	128	132	122	122	151		144

WHOLESALE PRICE INDEX NUMBERS

Output prices rise 2 per cent in fourth quarter of 1970

THE PROVISIONAL price index for home sales of manufactured products rose again in December. In the fourth quarter, with price increases covering a wide range of products, the index averaged nearly 2 per cent more than in the third quarter, and about 7½ per cent more than in the fourth quarter of 1969. Excluding products of the food, drink and tobacco industries, the rise in output prices amounted to 8½ per cent between the fourth quarters of 1969 and 1970.

In contrast prices of basic materials and fuel used in manufacturing industry changed little in December and were only about 2 per cent higher than a year earlier. The index for the fourth quarter was 1½ per cent higher than in the third quarter following a reduction of 1 per cent between the first and third quarters. The rise in the fourth quarter was due to higher prices for food materials and fuel; other materials on balance continued to fall.

Materials and fuel used in broad sectors of industry (Table 1)

There was little change in December in the provisional materials and fuel price index numbers for broad sectors, except for a reduction of ½ per cent (due to lower copper prices) in the index for electrical engineering.

On a quarterly comparison, prices of materials and fuel used by the food manufacturing industries rose the most sharply in the fourth quarter, by 4 per cent, but this was partly seasonal. There were rises of 3 per cent in prices of materials and fuel used by the steel industries, mainly due to higher coal and coke prices, and by the chemicals and allied industries due to higher prices for a number of materials. Higher steel prices resulted in an increase of 1 per cent in the index for mechanical engineering, after a reduction of the same order the previous quarter; the index for electrical engineering (and that for electrical machinery), however, continued to fall, though less sharply than in the previous quarter, under the impact of lower copper prices. Due to lower wool prices, the index for the textile industries fell ¾ per cent, back to its first quarter figure. There were further rises in the fourth quarter in the index numbers for other broad sectors of manufacturing industry, with that for clothing and footwear higher by ¾ per cent, for the timber industries by 1 per cent and for the paper industries by 1½ per cent.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

Table 1. Price index numbers of materials purchased 1963 = 100

1968 SIC		1969	1970				1969	1970							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	124·1	126·3	126·1	124·9	126·9	125·2	126·4	125·3	125·0	123·9	125·8	125·7	127·6	127·4
	Basic materials	124·7	126·7	126·5	124·9	126·6	125·9	126·8	125·5	125·1	123·7	125·8	125·7	127·1	126·8
	†Fuel	120·9	124·0	124·0	124·8	128·6	120·9	124·0	124·0	124·4	124·7	125·1	125·1	130·3	130·3
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	127·3	130·1	129·2	126·9	127·2	128·4	129·3	128·0	127·5	126·1	127·2	126·3	127·8	127·4
	Basic materials other than fuel	128·7	131·5	130·5	127·4	126·8	130·2	130·6	128·9	128·3	126·4	127·6	126·5	127·3	126·8
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	118·0	119·4	120·8	121·6	126·2	119·0	121·2	120·6	120·9	120·5	123·3	124·6	127·0	127·2
Order V	Chemicals and allied industries	118·7	120·7	122·4	123·7	127·4	119·6	122·3	122·8	123·5	123·4	124·2	125·7	128·2	128·3
311 and 312	Steel industries	118·8	123·3	125·2	127·8	131·4	120·0	125·7	125·8	126·2	126·4	130·8	130·7	131·7	131·8
Order VII (excluding MLH 342)	Mechanical engineering industries	130·7	136·6	138·8	137·2	138·6	132·4	139·0	137·8	137·2	136·9	137·3	137·9	139·1	138·9
Order IX	Electrical engineering industry	153·3	158·7	159·1	150·7	146·1	156·9	159·4	155·0	153·0	149·9	149·2	147·1	146·0	145·2
361	Electrical machinery industry	141·6	147·5	150·6	147·0	146·0	143·8	150·9	149·4	148·0	146·7	146·4	145·9	146·2	145·9
Order XIII	Textile industries	102·8	103·6	104·2	104·3	103·6	102·9	104·3	104·4	105·0	104·4	103·6	102·4	104·3	104·2
Order XV	Clothing and footwear industries	116·8	117·6	119·9	121·6	122·4	117·0	119·9	120·5	121·2	121·6	122·0	122·2	122·6	122·6
Order XVII	Timber industries	129·3	131·6	134·0	135·6	137·1	129·8	134·1	134·5	135·1	135·6	136·1	136·6	137·2	137·3
481-484	Paper industries	123·6	129·4	131·5	135·5	137·4	124·3	131·6	132·1	135·0	135·6	135·9	136·2	138·1	138·1
Order XX	Construction materials	121·9	124·9	128·2	130·4	132·8	123·0	128·2	128·9	130·0	130·5	130·6	132·4	132·9	133·1
Part of Order XX	House building materials	124·1	127·1	130·2	132·9	135·1	125·2	130·1	131·2	132·4	133·1	133·2	134·8	135·2	135·5

† Coal (except for carbonizing), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

Output of broad sectors of industry: home sales (Table 2)

There was a particularly sharp rise of 3 per cent in output prices of the food manufacturing industries between the third and fourth quarters. This followed a rise of 2½ per cent between the second and third quarters. Steel prices averaged 3 per cent more than in the third quarter, with increases over a broad range of products having been made in October. The index for clothing and footwear rose 2½ per cent between the third and fourth quarters; earlier last year this index had risen at about 1 per cent each quarter. There was a rise of 1½ per cent in the index for the engineering and allied industries, about the same as in the previous quarter. Increases between the third and fourth quarters amounted to 1¾ per cent in the paper industries, 1½ per cent in the timber industries, 1 per cent for chemicals and ½ per cent for textiles. In these sectors rises were less than those which took place between the second and third quarters.

Table 2. Price index numbers of output **1963 = 100**

1968 SIC		1969	1970				1969	1970							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p
Orders III to XIX	OUTPUT OF MANUFACTURED PRODUCTS All manufactured products: Total sales	122·7	125·1	127·6	129·7	132·0	123·4	127·6	128·3	129·0	129·6	130·3	131·5	132·2	132.5
	Home sales	121·7	124·2	126·6	128·7	131·0	122·4	126·6	127·3	128·0	128·6	129·4	130·4	131·2	131·6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	120·5	122·9	125·8	128·0	130·3	121·0	125·9	126·4	127·3	128·0	128·6	130·0	130·4	130·5
	Home sales	118·0	120·6	123·6	125·7	127·9	118·6	123·6	124·2	125·0	125·7	126·4	127·5	128·1	128·2
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY:														
211-229	Products of the food manufacturing industries: Home sales	120·6	124·1	126·3	129·4	133·23	121·5	126·0	127·6	128·4	129·1	130·6	131·4	133·3	134·8
Order V	Chemicals and allied industries: Total sales	110·3	112·0	114·2	116·4	117·8	110·5	114·2	114·7	116·0	116·6	116·6	117·7	117·8	117·9
	Home sales	107·4	108·3	110·3	112·3	113·5	107·7	110·4	110·7	112·1	112·3	112·6	113·3	113·5	113·6
311 and 312	Steel industries: Total sales	119·0	127·1	129·8	130·2	134·3	120·7	130·2	129·5	129·7	130·1	130·7	132·9	135·0	135·0
	Home sales	118·7	127·2	130·0	129·6	133·8	120·5	130·4	129·3	129·3	129·5	129·8	132·0	134·6	134·7
Orders VII to XII	Engineering and allied industries: Total sales	121·9	124·5	128·1	130·1	132·8	122·4	128·2	129·0	128·7	130·4	131·1	132·6	132·9	133·0
	Home sales	120·2	123·3	127·2	129·3	131·3	121·0	127·2	128·2	128·7	129·2	130·0	131·0	131·4	131·5
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	122·8	126·3	130·3	133·5	135·9	123·6	130·0	131·5	132·5	133·5	134·5	135·7	135·9	136·0
Order IX	Electrical engineering: Home sales	119·3	121·7	126·0	127·7	129·3	119·7	125·9	127·5	127·3	127·5	128·2	129·0	129·4	129·4
Order XIII	Textile industries: Total sales	113·9	114·6	116·4	117·9	118·7	114·0	116·4	116·7	117·6	118·0	118·1	118·5	118·8	118·8
	Home sales	112·4	113·1	115·3	117·1	117·8	112·5	115·3	115·8	116·7	117·1	117·4	117·6	117·9	117·9
Order XV	Clothing and footwear: Home sales	112·3	113·3	114·6	115·7	118·7	112·4	114·7	115·0	115·4	115·6	116·0	118·5	118·8	118·9
Order XVII	Timber industries: Home sales	124·2	127·2	129·7	132·0	134·0	124·3	129·5	130·5	131·5	132·0	132·6	133·4	134·0	134·6
481-484	Paper industries: Home sales	120·8	125·7	128·2	132·6	135·0	121·3	128·1	128·8	130·7	132·9	134·1	134·7	135·0	135·2
Order XX	New construction‡	124	126	131	133		124		131			133			

‡ Index of building costs figures relate to average for the quarter.

Table 3a. Commodities produced in the United Kingdom **1963 = 100**

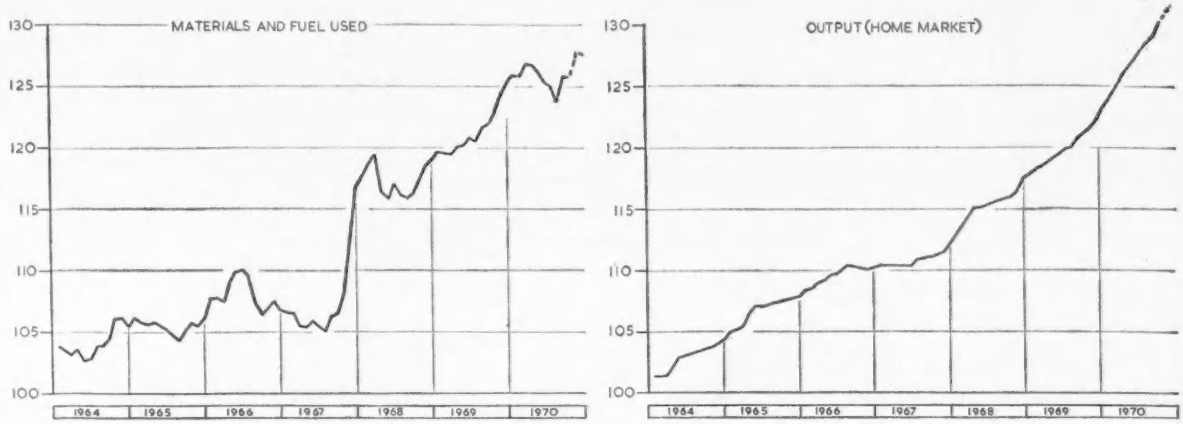
1968 SIC		1969	1970			
		Dec.	June	Oct.	Nov. p	Dec. p
101	Coal	117·6	124·8	131·9	144·7	144·7
102/2	Slates	120·6	120·6	130·1	130·1	..
109/3	Salt	97·2	93·9	104·6	104·6	104·6
211	Flour	122·5	122·5	122·7	124·6	126·5
216	Sugar, refined	95·8	96·5	94·4	95·3	95·5
217	Chocolate and sugar confectionery	126·0	134·7	138·9	139·3	138·9
231	Beer	145·6	146·0	147·0	147·0	147·0
240	Tobacco and cigarettes	138·4	138·4	139·0	140·0	140·0
262	Motor spirit, standard grade (including duty)	146·5	146·5	147·5	149·3	149·5
262	Medium fuel oil (950 s ecs.)	108·1	108·1	115·1	121·4	122·1
263	Lubricating oil and greases	111·1	114·4	115·0	115·0	115·0

1968 SIC		1969	1970			
		Dec.	June	Oct.	Nov. p	Dec. p
271	General chemicals	104·7	107·4	108·5	108·7	108·9
272	Pharmaceutical chemicals	97·2	106·3	108·1	108·3	108·5
272	Pharmaceutical preparations	95·3	96·7	97·5	97·8	97·8
273	Toilet preparations	124·3	130·1	135·7	135·8	135·8
274	Paint	104·8	110·6	116·5	116·5	116·5
275	Soap	124·6	131·3	134·7	134·7	135·4
275	Soapless detergents	108·9	110·1	113·0	113·0	113·0
276/1	Synthetic resins and plastics materials	97·4	99·7	100·9	101·1	101·0
279/7	Photographic paper and films and photochemical materials	118·4	120·0	124·7	125·0	125·0
311/2	Steel sheets	110·9	121·9	125·1	128·1	128·1
311/2	Tinplate	115·9	126·5	130·5	134·2	134·2
311/2	Other finished steels	122·2	130·1	132·5	134·7	134·7

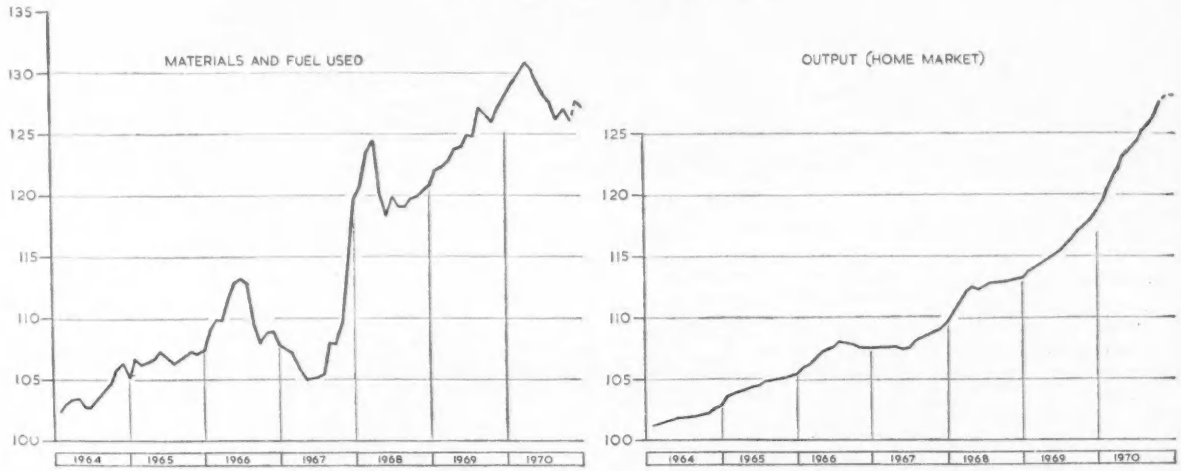
(*Continued on next page*)

WHOLESALE PRICES INDEX NUMBER 1963=100

ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY

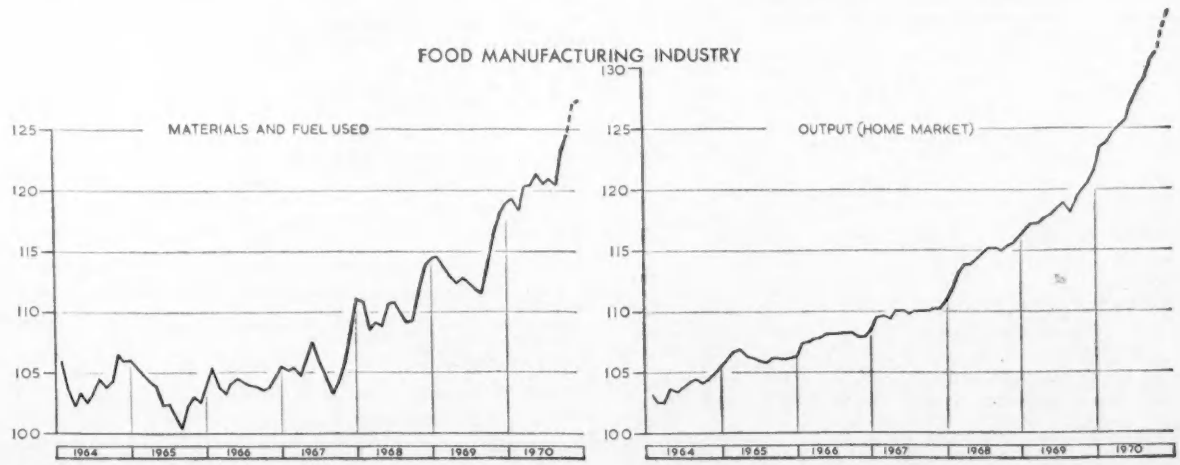


Table 3 (a) (*Continued*) Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969	1970			
		Dec.	June	Oct.	Nov. p	Dec. p
312	Steel tubes	126·5	138·7	142·6	146·7	146·8
313/3 and 313/4	Iron castings	120·3	129·1	132·2	133·3	133·4
321	Aluminium and aluminium alloy products:					
	Rolled	139·1	143·2	143·2	148·9	148·9
	Extruded and drawn	137·8	142·1	142·1	152·0	152·0
	Castings	142·1	153·3	153·0	153·0	153·0
	Forgings	125·8	133·4	133·4	133·4	133·4
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	281·1	263·9	229·7	219·0	214·0
331	Agricultural machinery	120·5	127·0	129·6	129·6	129·8
353/1	Dental goods	134·9	137·7	140·4	140·5	141·4
365/1	Gramophone records, etc.	103·3	104·7	106·5	106·5	106·5
368	Domestic electrical appliances	105·3	109·5	112·2	112·5	112·6
391	Tools and implements	128·4	138·0	143·7	144·7	144·8
392	Cutlery, spoons and forks	124·6	131·7	133·2	133·2	134·0
	Cutlery (other than razors and razor blades)	132·0	136·2	136·3	136·3	137·8
	Spoons and forks	144·3	157·3	159·7	159·7	160·6
399/6	Domestic hollow-ware	146·5	158·2	160·5	166·1	167·3
399/7	Vats, tanks, cisterns and other industrial hollow-ware	120·1	129·7	132·7	132·9	133·7
411	Man-made fibres	87·6	88·9	91·0	90·9	90·9
412, 414/5 and 415	Man-made fibres yarns	102·1	109·0	111·7	112·0	112·0
412/1	Cotton and cotton mixture yarns	136·5	144·0	146·8	147·5	..
413/1	Cotton cloth	136·1	144·6	147·6	147·9	..
413/5	Man-made fibres fabrics	109·1	113·1	115·6	115·6	115·7
413/6	Linen	129·7	137·5	140·9	140·9	141·8
414/1	Wool tops	83·1	81·2	73·4	75·4	74·8
414/2	Worsted yarn	98·2	102·3	97·4	98·0	97·9
414/5	Woollen fabrics	114·0	115·1	115·5	115·7	115·8
415/1	Jute yarn	153·6	154·9	157·9	157·9	157·9
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	100·8	104·7	107·9	108·2	108·4
417	Hosiery and other knitted goods	98·8	98·6	99·6	100·2	100·2
419	Carpets and rugs	115·6	119·8	121·1	121·1	121·1
422/2	Canvas goods and sacks	112·2	111·7	116·7	116·7	116·7
431/1	Leather for footwear	139·0	135·1	135·9	135·7	..
432/1	Travel goods	120·1	124·2	126·9	126·9	126·9
441-449	Made-up clothing	112·1	114·3	118·8	119·1	119·2
441	Weatherproof outerwear	107·1	108·6	110·8	110·8	110·8
442	Men's and boys' tailored outerwear	110·2	112·2	122·6	122·6	122·6
443	Women's and girls' tailored outerwear	114·5	117·4	119·5	120·3	120·3
445/1	Women's and girls' light outerwear	115·2	115·7	117·7	117·7	117·7
450	Footwear	112·5	116·2	117·0	117·5	117·6
461/1	Refractory goods, including bricks	120·7	122·9	128·1	128·1	128·1
461/2	Non-refractory goods, including bricks	114·6	118·9	127·5	127·5	127·5
	Building bricks, flettton, common, *delivered*	125·9	131·2	145·8	145·8	145·8
	Building bricks, common, other than flettton, *ex-works*	121·7	128·0	136·2	136·1	136·1
462/3	Domestic china and earthenware	131·6	142·3	145·3	145·3	145·3
463/1	Glass (other than containers)	112·9	119·1	125·1	125·4	125·6
463/2	Glass containers	116·1	117·2	124·4	128·1	128·1
464	Cement, delivered	121·1	126·9	137·7	137·7	137·7
469/1	Abrasive paper and cloth	120·2	120·2	128·8	128·8	128·8
469/2	Cast stone and cast concrete products	111·6	114·8	123·0	123·2	123·2
471/1	Home-grown hardwood, sawn	115·5	118·7	123·4	123·7	123·9
471/2	Building joinery	131·7	140·7	142·4	144·0	144·9
472	Domestic furniture	122·1	126·9	130·4	130·7	131·5
473	Bedding, etc.	122·3	130·1	134·1	134·1	134·8
481	Paper and board	119·8	126·5	131·3	131·5	131·7
482/1	Cardboard boxes, cartons and fibreboard packing cases	126·3	136·7	142·8	143·0	143·2
482/2	Packaging products of paper, etc.	119·9	124·2	131·5	131·5	131·5
	Paper bags	115·3	121·3	131·4	131·3	131·3
483	Manufactured stationery	123·9	129·7	139·5	140·5	140·6
484/1	Wallpaper	124·1	142·8	142·8	142·8	142·8
491/1	Rubber tyres and tubes	113·6	122·4	122·7	122·7	122·7
491/2	Rubber goods (other than tyres and tubes)	118·7	124·8	129·2	129·6	129·6
492	Linoleum and felt base	132·7	139·9	139·9	139·9	140·6
493	Brushes and brooms	116·3	126·7	126·8	127·0	127·0
494/1	Toys and games	119·7	127·4	128·6	128·6	128·7
494/2	Perambulators, etc.	122·8	124·8	126·2	127·9	127·9
494/3	Sports equipment	114·8	116·9	118·1	..	..
495/1	Pens and pencils	117·0	118·3	119·5	121·5	121·5
495/2	Other stationers goods	116·0	118·2	124·1	128·8	130·0
496/2	Plastics products (other than components and accessories)	95·2	98·8	99·8	101·0	101·7

(Continued on next page)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2 1s. 6d.)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969	1970			
	Dec.	June	Oct.	Nov.	Dec.
Hide and skins	147·4	133·9	126·4	128·2 p	126·1 p
Imported	145·7	134·4	128·6	132·0	128·5
Native	149·7	133·1	123·4	123·0 p	123·0 p
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	141·8	144·4	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	307·0	263·2	207·8	196·0	189·4
Lead, ex-ship, wharf or warehouse†	222·7	205·4	190·1	186·6	185·2
Nickel, refined, delivered§	190·0	187·0	191·2	194·2	194·2
Tin ingot, min. 99·75%†	177·6	164·9	170·8	168·2	162·8
Zinc, ex-ship, wharf or warehouse†	170·9	161·4	163·4	161·0	159·6
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	122·8	131·3	119·8	129·8	131·0
Whale oil, crude	159·7	1781·1	177·5	178·1	178·1
Pyrites, c.i.f., UK ports	159·7	149·7	153·8	153·2	..
Natural rubber	101·2	91·2	78·4	82·9 p	83·1 p
Sulphur, crude (for acid making, c.i.f.)	166·9	124·9	124·9	124·9	..
Textiles:					
Cotton, raw	105·7	106·5	109·9	111·5	112·8
Jute, raw, PWC grades, c.i.f. Dundee	158·7	167·6	156·0	156·0	157·6
Jute, raw, PWB grade, c.i.f. Dundee	145·3	152·8	144·9	145·9	146·3
Silk, raw, delivered mill	158·5	161·9	164·8	169·0	169·0 p
Sisal, East Africa, No. 1 grade, c.i.f. London	51·6	46·1	43·0	42·3	45·6
Wool, raw	78·1	76·4	66·9	69·8	68·7 p
Crossbred, medium and coarse, c.i.f. UK	64·1	67·6	60·6	62·7	61·0
Crossbred, fine, c.i.f. UK	78·0	75·3	67·1	70·8	70·3
Merino, c.i.f. UK	86·3	81·9	69·6	73·3	71·8
Timber:					
Imported hardwood (ex-yard or wharf)	135·1	139·2	140·0	140·0 p	140·4 p
Imported plywood (delivered to consumers)	141·2	143·1	143·1	..	..
Imported softwood (delivered to consumers)	134·7	138·4	140·8	141·1	..
Woodpulp, imported	130·1	139·9	146·6	147·0	147·0 p

† L.M.E. settlement price
§ Producers' price

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970		
		Oct.	Nov. p	Dec. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	128·7	130·7	130·4
	Basic materials	123·8	125·1	124·9
	Fuel	166·0	172·9	172·9
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	129·6	131·2	130·8
	Basic materials other than fuel	123·2	123·9	123·4
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	126·7	129·2	129·4
263 to 277	Chemicals and allied industries	135·0	137·7	137·8
331 to 349 (excluding 342)	Mechanical engineering industries	182·2	183·7	183·5
361	Electrical machinery industry	175·9	176·1	175·8
Order X	Textile industries	99·6	101·4	101·4
Order XIV	Timber industry	151·3	152·0	152·1
481 to 483	Paper industries	143·9	145·9	145·9
Order XVII	Construction materials	162·1	162·7	163·0
Part of Order XVII	House building materials	165·3	165·8	166·2

Retailers' stocks in November

THE VALUE OF STOCKS at current prices held by retailers at the end of November showed an increase of 12 per cent over the corresponding month a year earlier, equivalent at constant prices to an increase of 5 per cent. These were larger increases than have been shown in recent months.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	153	159	157	170	183	160
1970	151	154	164	167	167	168	162	170	168	185 r	205	
1969	*6*	*8*	*8*	*7*	*7*	*8*	*8*	*8*	*8*	*9*	*9*	*0*
1970	*7*	*5*	*4*	*6*	*4*	*6*	*6*	*7*	*7*	*9 r*	*12*	
At constant (December 1960) prices												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	128	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	135	144	126
1970	118	120	128	128	128	129	123	128	126	137 r	151	
1969	*1*	*2*	*2*	*2*	*2*	*3*	*4*	*3*	*3*	*4*	*4*	*3*
1970	*2*	*1*	*– 1*	*1*	*– 2*	*—*	*—*	*—*	*1*	*2 r*	*5*	

r Revised figures

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Exhibitions and Fairs

EFTA footwear success repeated in the EEC would boost industry and the nation —Mrs. John Davies

PRAISE FOR the export achievements of the British footwear industry in recent years came from Mrs. John Davies, wife of the Secretary of State for Trade and Industry, at a shoe fashion show in London on January 13.

'To have succeeded in doubling the value of exports over the last three years is a notable achievement and if every section of industry had done as well as that, then problems like the balance of payments would not even rate discussion time.

'If we now get into the common market we shall find ourselves with unfettered access to the wider markets of Europe and the 300 millions of people concerned are probably the most discriminating and the most fashion conscious of the whole world.

'If success in EFTA can be reproduced in the EEC then it will mean a great deal both to the industry and the nation,' she added.

'Of course, just as it will open their trading frontiers to us, it will mean opening ours to them so you will have to be doubly considerate of what the British woman wants and I am wholly in favour of that.'

Mrs. Davies said she was particularly pleased to have the opportunity of opening the show, not only because of the excellence of the show itself but also because of a personal long standing interest in the whole field of fashion and particularly of shoe fashion.

Design aspects

'I suppose most women might say the same but the facts in my case are that I was brought into contact with the design aspects of the industry from my earliest youth. My father was the managing director of Barratts and at home we consequently walked the Barratt way from the beginning, but as you can imagine, not without putting in our quota of advice, criticism and admonishment about the texture, shape, modernity and other attributes of their products.'

Mrs. Davies said she spent quite some years of her adult life as an inhabitant of other European countries and had therefore had the opportunity to see the impact of British products in these countries and to assess the reaction of Swedish and French women to the kind of products that appeal to people in Britain.

'In my opinion there has been in footwear, as in much else a great advance in the awareness of the British manufacturer of the demands of his overseas markets, and this awareness has reflected itself in a successful export development.

Spending power

'It seems to me certain that the industry has great opportunities ahead. This seems to me likely for a number of reasons.' One reason she gave was that the spending power of people 'is continuing to increase and to a greater and greater degree that spending power is available for discretionary purchases – not just to keep body and soul together.'

Far too often the British footwear industry comes under adverse criticism which is often unwarranted. This view was expressed by Mr. S. F. Kennedy, president of the British Footwear Manufacturers Federation (chairman of Church & Co. Ltd.).

'Neither do we always get the credit we deserve. There seems to be some kind of "mystique" for the British public about anything imported, be it shoes, cars or anything else. Believe me, the same "mystique" applies to British goods abroad, and merchandise which carries the brand "Made in Britain" enjoys a great reputation all over the world. This is particularly true of shoes.

'In all modesty, may I tell you that there are not many countries in the world which I have not visited in the course of my job over the past 12 or 15 years, and in a few days I head a footwear mission to Tokyo, Hong Kong and Australia,' he added.

'When I go on these trips, I go as a salesman and not as a buyer. I can assure you that British shoes – men's, women's and children's – can hold their own against all comers in styling, in quality and especially in value for money. You have only to shop for shoes in any other capital city in the world to confirm the truth of this statement.'

Mrs. Davies, wife of Mr. John Davies, Secretary of State for Trade and Industry, during her opening address at the British Footwear show in London.

Over 2,000 products at largest ever Foodpack

MORE THAN 2,000 products, nearly all new or improved, will be shown by some 200 internationally known firms and organizations at Foodpack International 71 – Britain's largest exhibition for the food and allied industries – which takes place at Alexandra Palace, London (March 2-5).

The exhibition – the seventh in this series and the largest ever – will feature the latest technological developments in manufacturing, packaging, handling and distribution covering all aspects of the food industry.

New machinery, systems, equipment and packaging materials will be shown for the first time by firms and organizations from Britain, France, Germany, Holland, Italy, Norway, Switzerland, Sweden and the United States.

Greatly increased in size and scope, Foodpack International 71 will embrace all sections of the industry – including bakery, catering, confectionery, dairy, fruit and vegetable trade, meat, poultry, fish and soft drinks.

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Shaping up for the future: first details of exhibits at IPEX '71

EXHIBITORS at IPEX '71 – the twelfth International Printing Machinery and Allied Trades Exhibition – to be held in London's Olympia and Earls Court exhibition halls from July 13-24 are now releasing first details of what they plan to show.

The intense interest in the exhibition among the world's printers and reproducers is evidenced by the fact that, already, charter flights have been organized by several United States printing organizations and by printers in France, Japan and throughout the English-speaking world.

Printing machinery and equipment today are being sold to an international public and at IPEX '71, Britain, as one of the major manufacturing countries of printing equipment, represented by some 320 companies, is being joined by over 225 exhibitors from other parts of the world, including eastern and western Europe, Japan, Australia and New Zealand, India, the United States and Canada.

The range of exhibits will cover the entire field of machinery equipment and materials used in printing and all its allied operations.

Coincident with IPEX '71 will be an exhibition entitled 'Printers and design' at The Design Centre in London's West End, sponsored by The British Federation of Master Printers in association with the Council of Industrial Design, the British Printing Machinery Association Ltd. and Industrial and Trade Fairs Ltd.

This will analyse how designers and printers have collaborated to produce print which is both effective and economic by describing the factors taken into account during design and production work.

'Package deals'

To cater for the expected in-flow of visitors from Britain and overseas, the exhibition organizers have reserved substantial blocks of rooms in London hotels, and special 'package deals' inclusive of travel, hotel accommodation, airport/hotel/airport transfers by private car and free admission to the exhibition are available through Travel Consortium Ltd., the official exhibition travel agents.

Other facilities will include free road and rail transport between the exhibition halls, a wide range of catering facilities, telephone, telex and telegraphic services, and full banking and exchange facilities.

IPEX '71 will be a printing exhibition at which printing will be seen being done. Practical printing demonstrations will range from rotary presses down to small hand-fed machines, even for the printing amateur.

Tea . . . coffee . . . chocolate . . . or soup. These two girls have this choice from just one of the machines on show at the National Vending exhibition in London. This machine, from the Ditchburn Organisation Ltd., Lytham, Lancs., has a 510 cup capacity.

Gold medallion award presented at Vending '71

ONE of the highlights of National Vending '71 the largest vending exhibition ever held in Great Britain, was the presentation of the International Export Associations gold medallion award to Mr. Elliot Lewis, managing director of Rapfast Ltd.

To qualify for a gold medallion award, a company must have exported at least 40 per cent of total production, or achieved a 40 per cent increase in exports over the last two years.

It is only four years ago that Rapfast Ltd. first introduced their wrapping systems which are now used extensively in the catering and bakery trades and by industry.

The company started exporting in autumn 1967 and by the end of their fiscal year (June 1968) sales of £8,000 were achieved. During the next 12 months sales rose to £20,510, and reached £43,256 for the year ending June 1970, the period on which the award is based.

Current performance gives every indication that the 1971 target of £150,000 will be attained. Export sales have been restricted to EFTA countries and South Africa.

Latest developments

Nearly 60 exhibitors showed the latest developments in machines, equipment and products at the exhibition which was held at Grosvenor House, London (January 12-15).

Vending machines are being increasingly used in schools and universities, hospitals, offices, factories, swimming pools and recreational centres, airports, stations and public buildings to cut down on staff costs and provide a 24-hour refreshment service.

Over the past five years the annual sales of beverage and food machines have more than doubled. In 1969 £168 million was spent on vended products.

DISPOSABLE TABLEWARE UNDER SCRUTINY AT HOTEL AND MOTEL EXPOSITION

Donald J. Clarke (right), marketing manager, Cosmocord Plastics, at the recent Hotel and Motel Exposition held at the Coliseum, New York, where considerable interest was shown in the new 'Copel' range of disposable cutlery and tableware. Also on display was a representative selection of high quality Melamine goods made by Cosmocord.

Important buyers coming for Hardware Fair

INWARD MISSIONS of hardware buyers from the United States, Canada, Norway, Denmark and Sweden will be visiting the 17th International Hardware Trades Fair at Olympia, London, from January 25-29.

For the first time, Universal Exhibitions Ltd, the organizers of the fair, in conjunction with the Hardware Manufacturers Association and the British National Export Council have sponsored this group of overseas buyers.

Such is the buying potential of these missions, in aggregate, that they could, if they so wished absorb the total export business of the hardware industry, which is currently topping £280 million per annum.

Fashion Fair goes under one roof

THE LONDON International Fashion Fair, being at Olympia from October 24-28 in response to trade demands for a comprehensive under-one-roof exhibition, will bring the British market into line with other European centres.

The fair is sponsored by Drapery and Fashion Weekly and is being planned in close co-operation with the major fashion trade associations. It is being organized by Industrial and Trade Fairs Ltd.

Olympia has been chosen as the only available exhibition hall of appropriate size within easy reach of the West End, central hotels and air terminals.

Previously, London Fashion Week shows have been scattered in hotels and other small venues around town, making it difficult for overseas buyers with a tight time schedule to cover all events adequately.

The choice of Olympia will eliminate these problems and bring the displays out of the hotel environment into the business-like, hard-selling climate of a purpose-planned fair.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

Japanese stores mount country-wide British promotions

Nothing more clearly demonstrates the impact made by the British Week in Tokyo in 1969 than the series of promotions mounted by Japanese department stores throughout the country during the last three months of 1970. The following report from the British Embassy in Tokyo and the Consulate-General in Osaka shows that this new awareness of and interest in British consumer goods shows no sign of slackening and that further promotions may be expected in the future.

The main Isetan store in Tokyo. Isetan's Eleven Store Buying Group organized British store promotions throughout Japan.

SALES OF BRITISH CONSUMER goods to Japan have been given a substantial boost in one of the most ambitious series of department store promotions ever held in the country. In all 26 stores throughout Japan were involved ranging over the northern island of Hokkaido, the heavily populated areas of Tokyo, Nagoya ond Osaka, and down through the southern island of Kyushu. The series started on September 22 and continued until December, varying in length from a few days to over a month.

The promoters, the Eleven Store Buying Group (organized by Isetan, one of Tokyo's leading department stores) have expressed themselves well satisfied with the results. Total sales of British goods were over £400,000, and even during this busy autumn period all the stores achieved better attendances than normal. Isetan, situated in one of the busiest shopping districts in Tokyo, reported crowds on some days reaching nearly 200,000. Press coverage was good throughout.

Sales of clothing constituted nearly 40 per cent of the total, and those of food and drink about the same. British woollen cloth once more proved a great favourite with the Japanese public. There were also good sales of clothes bought in quantity under an arrangement with a leading British chain store group. Accessory items proved extremely popular among teenage customers. In the food and drink sector, sales of whisky, tea, confectionery and biscuits were particularly brisk. The Japanese authorities made available special quota increases for certain items.

The general standard of display was high throughout. The Department of Trade and Industry supplied promotional material and the organizers displayed imagination and flair in devising their own themes as well. One of the chief attractions was undoubtedly the performances by the five British regimental bagpipers who were specially flown out for the occasion. They visited eight stores in all, starting at Isetan itself, where surrounded by large crowds they ceremonially greeted HM Ambassador on his visit to the promotion. Wherever they went the pipers won general acclamation for their colourful attire as well as for their spirited playing. In keeping with this theme, customers throughout the 26 stores were welcomed by Japanese hostesses splendidly bedecked in long tartan skirts.

It was also fortunate that two Royal Navy vessels were able to visit Kyushu at the same time as the promotions. One of the most popular items during the Izutusuya promotions in Kita Kyushu was a volley-ball match between a team from these ships and the store's female team, who won hands down!

The promoters enthusiasm for a repetition of these promotions some time in the future is probably one of the best indications of their success. Certainly, as far as British firms are concerned, there can hardly be a better way to introduce their goods to a wider Japanese public. With a standard of living now approaching that of Western Europe and a population of over 100,000,000, Japan presents a consumer market that few exporters can afford to ignore. The fact that Japanese imports of consumer goods are now increasing at the rate of about 40 per cent annually speaks for itself.

Simultaneous British promotions by rival Osaka stores

While Hanshin, the Osaka store member of the group referred to above, was holding its British promotion, a direct competitor across the road at Umeda, the Hankyu store, was equally in the British mood with an exhibition on a traditional British theme and a sales promotion of British goods. Both stores had planned these events for almost a year.

Hankyu's promotion resulted from a buying mission to the United Kingdom in March when direct purchasing channels were opened for a number of new lines in clothing, giftware and sundries. The two week promotion achieved sales of over £150,000, including biscuits, chocolate and whisky (£20,000), domestic oil stoves (£10,000) and men's and women's clothing and accessories (£10,000). A star attraction was a 1938 Rolls-Royce which was sold for over £7,000.

These further promotions of British goods in stores outside Tokyo are a mark of the spread of demand for an increasing variety of imported consumer goods. Other stores, both in Osaka and Kyushu, plan further sales promotions in 1971 and they will offer further opportunities for British firms to get into the Western Japanese market.

Children's clothing from Britain well-displayed in the Komiya store at Kawasaki.

Crowds examining British giftware at the Hankyu store in Osaka.

British pipers at the Hanshin store in Osaka.

The world's best menswear goes on show

SHIRTS FROM Helsinki, goatskin coats from Poland, ties from Paris and suitings from Tokyo will be shown alongside the best that Britain and other countries from around the world can produce at IMBEX 71 – the International Men's and Boys' Wear Exhibition at Earls Court, London, from March 1-5.

Other than the United Kingdom, the 21 countries who are participating in IMBEX are: Australia, Austria, Belgium, Canada, Finland, France, Hong Kong, Hungary, India, Ireland, Italy, Japan, Malta, Norway, Poland, Portugal, Romania, South Africa, South Korea, Sweden and West Germany.

Cooking by computer at the Ideal Home Exhibition

A COMPUTER in the kitchen, and a tubular bathroom for the year 2001, are among the features to be presented by the British Steel Corporation at the *Daily Mail* Ideal Home Exhibition at Olympia, London (March 2-27).

The public will be able to make use of the kitchen computer by asking for menus to suit themselves individually and receiving the answers not only on a television set but printed. Recipes are being taken from two new cookery books.

Four management conferences to be held on engineering

FOUR ONE-DAY conferences on important aspects of engineering design in the 1970's are being organized by the Council of Industrial Design at The Royal Garden Hotel, London, during the run of the 'More Value by Design' exhibition which is being staged at The Design Centre, London, from January 27 to March 6.

The conferences cover four subjects: innovation; the organization of design; modern design techniques; and the facilities which modern engineering design requires.

The conferences have been arranged for members of engineering departments and will also be of interest to financial, marketing and production executives.

Among the V.I.P. visitors to the Department of Trade and Industry/HM Coastguard stand at the Boat Show was Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade at the DTI. Here, he has a point explained to him by Station Officer D. Holmes of Falmouth.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax – retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
SN6	Notice to passengers (exchange control and export licensing).

Exchange Control

Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

East Pakistan cyclone – Britain's contribution

DURING HIS recent visit to Pakistan, the Prime Minister announced that Britain would contribute £2 million towards the reconstruction programme prepared by the Pakistan authorities for the cyclone-damaged areas of East Pakistan.

This contribution, which will take the form of an interest-free loan, is additional to the £10 million which Britain, as a member of the Pakistan Consortium of the World Bank, pleged for Pakistan for the year 1970/71 in Paris, last July. It is also additional to Britain's £1,030,000 emergency aid to the disaster area, announced last November, which consisted of three separate grants and was again outside the above pledge.

Italy and the People's Republic of China

FOLLOWING the Trade Arrangement of March 19, 1968, between Italy and the People's Republic of China, an Italian Circular dated December 12, 1970, sets out the conditions and amounts for imports from China into Italy for the year 1971.

The Italian text of conditions and quotas list may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467).

Italy and Poland

A PROTOCOL to the long-term Trade Agreement of 1970-74 between Italy and Poland was signed on Warsaw on December 9, 1970.

The Protocol regulates trade between the two countries for the year 1971. The Italian *Informazioni per il Commercio Estero* of December 21, 1970, published details and amounts of the quotas to be exchanged.

A copy of the Protocol in Italian may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467).

ECGD backing for export contracts

COLD STRIP MILL FOR NORWAY

THE EXPORTS CREDITS Guarantee Department signed a Buyer Credit Guarantee on January 7 covering the finance of a contract for the sale of a reversing cold strip mill and ancillary mechanical equipment to Norway.

The contract, worth approximately £1·1 million, is between Davy and United Engineering Co. Ltd. of Sheffield and Norsk Jernverk A/S of Oslo. The plant is scheduled for commissioning at the end of 1972.

A loan of £880,694, is being made available by Lazard Brothers & Co. Ltd. who are acting on behalf of National Westminster Bank Ltd.; and is repayable over a period of five years from date of commissioning.

Felipe may not know much about export finance...

but he could tell you the way to 'THE CHARTERED BANK'

The Chartered Bank's branch is as much a part of Manila as the highly decorated 'Jeepnies' which scurry around the city or the Intramuros—the old walled part of the town. And there are branches in Cebu and Iloilo, too. The Chartered Bank with its subsidiaries and associates forms the largest British banking group in the East, where it has operated for more than a century.

Each office is a local bank, whether in the Middle East or Asia, or in Europe or America. Each too is an international bank, keeping its expert knowledge readily available to the other members of the group. As a result here in the United Kingdom we can offer an unrivalled information service covering export and investment opportunities abroad.

We have an efficient Trade Promotion Department specialising in services to the exporter. If these services interest you please contact any of our branches in London, Manchester, or Liverpool.

The Chartered Bank

(Incorporated in England by Royal Charter 1853)

Head Office: 38 Bishopsgate, London, E.C.2.

A member of Standard and Chartered Banking Group Limited.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in the January 13 issue of Trade and Industry. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue Board of Trade Journal) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).

OUTWARD MISSIONS

Machine tool experts visit Russia

TWO TEAMS from the British machine tool industry visited Russia recently to further technological collaboration and to study Soviet market requirements.

One party left London by air for Moscow on January 10 to resume the machine tool technological collaboration talks first held in London in November 1969. The team, under the leadership of Mr. W. L. Sims, president of the Machine Tool Trades Association, met Russian experts led by Mr. A. E. Prokopovich, Deputy Minister of the Soviet machine tool and instrument making industry.

Subjects discussed included prospects for technological and commercial co-operation in the field of metal cutting machines, tools and instrumentation, numerical programme control, acceptance and reliability tests, co-operation in the field of forge stamping production, and the exchange of information on the possible use of licences. The team also hoped to visit a number of Soviet production units and research establishments in the Moscow area.

The second party, under Mr. J. Campus, export manager, Staveley Machine Tools Ltd., followed on January 11 to acquaint themselves with arrangements being made by the Russian authorities for the British Machine Tool and Allied Industry Exhibition to be held in Sokolniki Park, Moscow, from July 22 to August 3 this year. This will be the first occasion on which the industry has made a major co-operative attempt to acquire a greater share of the Soviet machine tool user market. The group also hopes to gain additional knowledge of Soviet market requirements and implications for the United Kingdom machine tool industry of some of the major projects scheduled for the new Soviet five-year plan.

Both groups were due back in London on January 16.

Mission to Scandinavia

FIFTEEN MEMBERS of the Leicester and County Chamber of Commerce and Industry fly to Helsinki today (January 20) to start the Chamber's sixth mission to Scandinavia. The mission comprises manufacturers of jersey dresses and suits, knitted outerwear and underwear, footwear, textile machinery, steel buildings, chemicals and fertilizers.

Over the past five years, the Chamber's missions have introduced some 50 companies to the Scandinavian market, and many have since become established exporters, visiting the market two and three times a year.

INWARD MISSION

Russians here for talks

A RUSSIAN DELEGATION arrived in Britain recently for talks with the United Kingdom steel and plantmaking industries – the fourth time the two countries have met under the auspices of the Anglo/Soviet Working Group on Ferrous Metallurgy, one of eight working parties set up three years ago so that detailed technical co-operation between various industries could be pursued. Discussions have been taking place on plant manufacture and control techniques and trade in raw materials and steel.

Dr. H. M. Finniston, deputy chairman of the British Steel Corporation, led the United Kingdom delegation and Mr. F. D. Voronov headed the Soviet team.

Teesside, Sheffield and Port Talbot were visited by the Russians during their stay.

The Ruler of Sharjah pictured receiving the Merseyside Chamber of Commerce trade mission to the Gulf. From left: Mr. C. Kerr, general manager, National and Grindlays Bank Ltd., leader of the mission; Mukhtar al Toum, director of Sharjah municipality; Shaikh Khalid bin Mohamed al Qasimi, Ruler of Sharjah and Dependencies; Mr. G. P. Lockton, Commercial Secretary, H.M. political agency, Dubai; Mr. R. Brown, regional manager, BTR Industries Ltd.; Mr. D. A. R. Smith, export director, Storry Smithson and Co. Ltd.

EXPORT TOURS

Inspection of contract work

MR. S. E. J. LINDSEY, recently appointed to the board of Paterson Candy International as overseas marketing director, is visiting Malaysia, Hong Kong, Ceylon and Bangkok during a three-week inspection of contract work being carried out in that area. In particular an inspection will be made of progress to the Sha Tin plant in Hong Kong, now undergoing an extension by Paterson Candy International.

Extensive tour

DURING his recent 40,000-mile sales and promotional tour of Canada, America, the Far East and Australia, Viscount Garnock, a director of Crossley Carpets, had an opportunity of meeting both existing and potential customers; also architects and others concerned with contract carpeting.

Lord Garnock flew from Manchester to Canada for a series of business meetings, and then travelled with Lady Garnock to New York for the launch into the American 'Decorator' market of a new range of Brussels-weave carpets by the Swedish designer, Ulla Holland.

The next stop was San Francisco, where Lord Garnock and Mr. Ian Hampson, president of Crossley's main American distributors, Fritz and La Rue, made initial arrangements for a new West Coast distribution system. Then followed a five-day visit to Vancouver.

Lord and Lady Garnock then crossed the Pacific and, after a brief stop in Japan, flew to Hong Kong and another busy itinerary.

At Singapore Lord Garnock had discussions with many customers. There is a fast growing contract business in both Hong Kong and Singapore.

Then followed a busy fortnight in Australia where the company's agents had organized a heavy schedule of meetings with retail customers, architects and contractors; also visits to inspect contract installations. During Lord Garnock's stay in Sydney, the St. Martin's Tower project was announced to the press. For this Crossleys' will supply 33,500 sq. yds. of carpet – equal to 7½ acres or a 12-yard strip five miles long. Recently Crossley also supplied 26,000 sq. yds (or five acres) of carpet for the Norwich Union Building in Sydney.

Globe-trotting sales activities

MISS AMY LATHAM, representing Royal Doulton Tableware Ltd. in the Caribbean in January and February, is one of the few globe-trotting lady export managers in the industrial Midlands. She will make numerous plane-hops, visiting Bermuda, Antigua, Barbados, St. Kitts, Grenada, St. Vincent, Montserrat, Puerto Rico, the Virgin Islands and the Bahamas.

Another Doulton group export manager, Mr. W. H. Whitfield, a director of Minton Ltd., is currently visiting Jamaica, Trinidad, Caracas, Panama and Curacao.

Mr. K. W. Smith has been covering the German market, representing Royal Doulton, Minton, Beswick and Webb Corbett from January 8 to 13.

Survey in Japan

MR. ALAN SHIPLEY, chairman and managing director of Adcock and Shipley Ltd., Leicester, leaves at the beginning of February for a tour of three to four weeks to survey the market prospects in Japan. Adcock and Shipley's main products are milling machines and lens grinding machines.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Airport handling system for Seychelles

A complete airport handling system for the Seychelles is being supplied by Wessex Industries, Poole, Dorset. This will consist of two ET 500s, the company's 10-ton electric tractors, two TPD 2,000 diesel engine tractors, two airport cargo trailers and six baggage trailers.

The new system will supplement existing arrangements at the airport, which is being extended and modernized.

Generating plant ordered

Orders totalling more than £110,000 for standby generating plant to be supplied to Turkey, Iran, America, Barbados, Norway, Burma and Pakistan have been won by the power division of the Loughborough-based Morrison group.

Heat-treatment plant for Tunisia

Do-it-yourself shaving is catching on fast in Middle Eastern and North African countries where traditionally the daily shaving chore has been undertaken by barbers. Recently there has been a significant swing to 'do-it-yourself' shaving in Tunisia, where local razor-blade production will be increased as a result of a heat-treatment line ordered from Parkinson Cowan International; the line will incorporate Wild Barfield twin strip hardening and tempering electric furnaces and include reeling and unreeling gear. Twin furnaces being supplied have an output capacity of 60 ft. of heat-treated steel per minute – equivalent of 300,000 blades every eight-hour-shift.

Licensing agreement signed

Tangent Foams Ltd., Stockport, an ICI subsidiary, have just signed their 26th overseas licensing agreement, enabling the Furniture Corporation of Zambia to manufacture rigid urethane furniture shells at their factory in Ndola.

Chair and settee shell moulding processes developed by Tangent – responsible to ICI dyestuffs division, who provide the urethane chemicals – are already being operated under licence by 25 other furniture manufacturers in North and South America, Europe, Asia and the Far East.

For all their licensees, both in the United Kingdom and abroad, Tangent provide individual training at their factory in moulding and production methods, and in upholstering. Tangent technicians then spend time at the licensees' factories helping them to get the process under way.

Highland fare for Middle East

A hamper of Highland fare left Aberdeen early in January for the Middle East. Bound for Saudi Arabia, the consignment includes such traditional Highland delicacies as cheese, scampi, smoked salmon, game and raspberries.

The man behind the project is former Ross-shire farmer Mr. Reg Stone who, with his wife Susannah, runs Highland Fine Cheeses Ltd., of Tain. Seven other North of Scotland firms involved are Bannerman's Scampi, also of Tain; W. A. Baxter and Sons Ltd., of Fochabers; Associated Herring Merchants Ltd. and Claben Ltd. of Aberdeen; McLean Bros., of Cromdale, Speyside; Perimeter Farms Ltd., Inverness; and a relative newcomer to the fine food scene, Carrycooks Marketing Company, of Strathtay, a small private firm who make Aberfeldy garlic cheese spread.

The story started last month when Shorbatly Frozen Foods, of Damman, Saudi Arabia, one of the largest importers and distributors of fresh fruit, vegetables, poultry and meat in the Middle East, wrote to Mr. Stone asking for a price list. In his covering letter, enclosing a quote for half a ton of assorted Highland fine cheese, Mr. Stone asked if Shorbatly Frozen Foods would be interested in any other Highland delicacies. The firm asked by return for a ton of fine cheeses and expressed interest in other food lines.

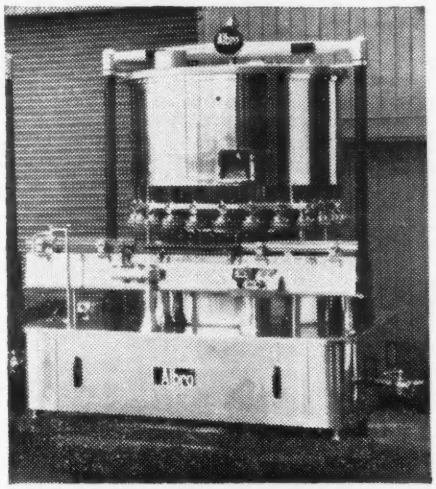
As a result, Bannerman's Scampi are including an order for scampi and baby lobster tails in shell, while McLean Bros. and Perimeter Farms are sending sample packs of game and deep-frozen raspberries.

Associated Herring Merchants and Claben are between them meeting an order for salt herring, Bismark herring, kipper fillets, rollmops, smoked salmon and smoked fillets. Baxters are sending samples of the full range of their well-known luxury soups and jams.

Mr. Stone, whose firm exports throughout the world, says this will be the first time such a sizeable quantity of deep-frozen soft cheese from the Highlands has gone to a large distributor in the Middle East.

Coffee-packing machines for Russia

Albro Fillers & Engineering Co. Ltd., Ponders End, Middx., recently completed three large container-filling machines, valued at £22,000, for Russia. The machines are 24-head automatic rotary fillers designed to pack ground coffee into 2.6 and 6 oz. cans at speeds of 240 and 180 cans per minute respectively. These outputs were comfortably exceeded during pre-delivery trials.



Ready for crating for export to Russia – one of three 24-head container-filling machines manufactured by Albro Fillers & Engineering Co. Ltd., to pack ground coffee into cans.

The units operate on Albro's vacuum system, which is suitable for packing most types of powdered products into bottles, jars, cans, board drums and boxes.

Batteries to protect gas turbines

Alcad nickel-cadium batteries from Alkaline Batteries Ltd., Redditch, Worcs., have been ordered by Werkspoor, Amsterdam, to protect three dual-shaft gas turbines during emergency run-down periods. The gas turbines, each rated at 8,700 hp, drive crude oil booster pumps at a newly installed Shell-BP onshore pumping station at Forcados in Nigeria.

Telecommunications equipment for Canada

An order worth £130,000 has been received by Plessey Telecommunications group at Beeston (Nottingham) for 46 crossbar private automatic branch exchanges (PABX). Intended for use in commerce, industry and private and public administrations, the exchanges will be supplied to Plessey Canada – the Canadian subsidiary of The Plessey Co. Ltd. – who will be responsible for marketing them in that country.

Telephone exchanges to Botswana

Under a contract worth £100,000 Plessey Telecommunications group is to manufacture and install six new telephone exchanges and extend three others for the Posts and Telegraphs Department of the Republic of Botswana.

Record export figure of £1.25 million

Bevan Funnell Ltd., Newhaven, Sussex, made 1970 yet another record year for exports. Current sales are well above the same period last year. Orders taken at the Brussel's Exhibition during November were 37 per cent up on last year's figure.

Commenting on the record exports of £1.25 million, Mr. Barry Bevan Funnell, managing director of the company, said: 'The figures are not as good as we had hoped, but we have to face the fact that world markets have been difficult this year and our increases have been made against world-wide competition. An increase of over 20 per cent is essentially a reflection of the enthusiasm of our entire workforce.'

Second order for jetliner

British Aircraft Corporation announce the first BAC One-Eleven jetliner sale of 1971: Compania de Aviacion Faucett SA of Lima, Peru, have ordered a second One-Eleven 475 for delivery at the end of this year.

Faucett placed their first One-Eleven order in June 1970. First services are to begin in July this year coincident with Peru's 150th anniversary celebrations.

Orders for this newest development of the One-Eleven family have already come from Australia and Fiji.

Mr. Geoffrey Knight, chairman of the Weybridge and Filton divisions of BAC, comments: 'That Faucett have come to us for a second One-Eleven 475, seven months before taking delivery of the first, is particularly encouraging to BAC.'

Announced One-Eleven sales now total 204 to 40 customers throughout the world, and further sales are at an advanced stage of negotiation.

New outlet in Malaysia

George Kent (Malaysia) Ltd. – a member of the meter division of the George Kent group – have opened up a promising new outlet for instrumentation in the palm oil industry with a £1,000 trial order for 'Enraf' tank gauges.

Similar equipment is specified in much larger contracts now at the design and tendering stage.

This latest order is in addition to the company's traditional business with the water industry, which continues to develop – eight major contracts valued in excess of £110,000 have been received in the past six months.

£262,500 order from Yugoslavia

Loewy Robertson Engineering Co. Ltd., Poole, Dorset (a Davy-Ashmore company) have obtained an order from Slobodan Penezic Krcun, Yugoslavia, for Torin slab milling equipment to process hot rolled copper and brass strip in coil form at their Sevojno Works. Valued at £262,500, the new equipment will work in conjunction with an existing milling line supplied by Loewy Robertson some eight years ago.

Orders from Finland and Belgium

Hygrotherm Engineering Ltd., Manchester, have obtained two big orders for synthetic resin plants, one for Oulu Oy of Finland and the other for Lawter Chemicals SA of Belgium. Both are for complete plants having a 10,000-litre capacity, with automatic control systems and mains frequency (electrical) induction heating systems. They will be fabricated in the United Kingdom and erected on site under the supervision of Hygrotherm engineers.

Both orders were obtained in the face of fierce competition from Germany and Belgium.

First flooring order in Chile

J. A. Hewetson & Co. Ltd., flooring specialists, have won their first order in Chile, for a Hewetson Tate all-steel elevated floor for an equipment building in Santiago. The order was received from Marconi Communications Systems Ltd. The floor, which has interchangeable panels easily removed for access to underfloor services, will be delivered within a few weeks.

Singapore carpet contracts

A flight to Singapore at only 24 hours' notice by Mr. David McGonigal, Crossley Carpets' assistant export sales manager, gained for the company another major hotel contract, worth over £60,000.

The Shangri-la, a 24-floor luxury hotel, had provisionally picked Crossley carpets for corridors and public areas, but no designs had been selected or qualities decided. Within 24 hours Mr. McGonigal answered an urgent call to discuss special designs with hotel architects – he arrived in Singapore late on Saturday night. Discussions took place over the weekend, Mr. Robert Cowans, Crossley's chief technical designer, then flew to Copenhagen to discuss colour and design details with local interior designers.

Crossley's also announce a further order from Singapore, this time worth £40,000 – this order includes about 10,000 sq. yds. of Alpha Axminster for all 300 bedrooms of the 11-storey Hotel Royal, also patterned Wilton incorporating special motifs for corridors, lift lobbies and other public areas.

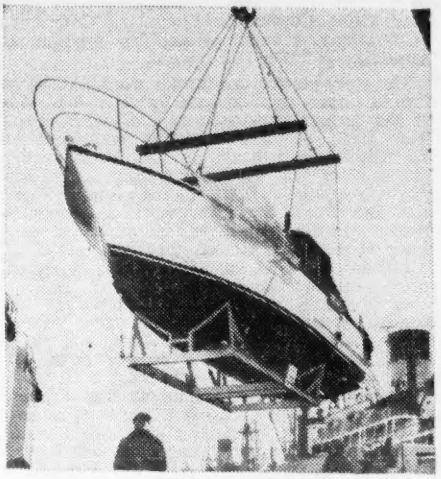
Space heating system in South Africa

South Africa's tallest office building – the recently opened Standard Bank Centre in Johannesburg – has what is claimed to be the largest thermal storage plant operating on off-peak electricity in the whole of the African continent. The entire space heating system was supplied and installed by Parkinson Cowan (South Africa) (Pty) Ltd. at a cost of £160,000.

The 450-ft.-high Centre has 27 office floors, a foyer, three mechanical levels, four tower floors and four basement levels. Total floor area is 345,000 sq. ft. To provide space heating for this complex, Parkinson Cowan installed 12 hot water electrode boilers operating automatically on off-peak electricity. Varying in rating from 600 kW to 1,000 kW each, the boilers represent an 8MW load, sufficient to meet the needs of a small town. Working at full load, the plant is capable of producing 27.3 million BTU/hr.

Wheel motors for Jumbo Jet hangar

Following the successful application of Ruston high-torque slow-speed hydraulic wheel motors to support and operate the massive doors of BOAC's new Jumbo Jet hangar at London Airport, Heathrow, the Ruston hydraulic motor division of Dorman Diesels Ltd. has won a contract worth approximately £25,000 to provide similar equipment for a new hangar to be built for Swissair at Kloten Airport, Zurich.



The Blue Funnel ship 'Ixion' left Birkenhead before Christmas en route for Bangkok with a cargo that included this 'Moonraker' 36 motor yacht. Fitted with twin turbo charged Cummins V8 diesel engines, each producing 370 shp, the motor yacht is to be used as a police launch. Designed to give a maximum speed of 40 mph, the launch was built at Norwich by Moonraker Marine Ltd., a member of the Buxton group of companies.

£2.25 million three-year contract

Darlington & Simpson Rolling Mills Ltd., Darlington, have obtained a long-term contract for the supply of hot rolled steel window sections, to be delivered to an Iraqi company over the next three years at a yearly level of 10/12,000 tons. The total value of this business over the three-year period will be more than £2.25 million.

D & SRM have been supplying this Iraqi company with steel sections for nearly two years – some thousands of tons have been shipped – but on a one-off order basis only. The customer expressed interest in having a long-term agreement and Mr. A. T. McAllister, managing director of D & SRM, spent a week in Baghdad discussing and negotiating the size and terms of this latest contract.

Initial baler order

After considerable research into the market, Bamfords Ltd., of Uttoxeter, Staffs., have shipped an initial order of 55 balers to Japan.

Orders for catering equipment

Stotts of Oldham (a Thorn group company) will supply catering equipment worth £30,000 for the new Hilton Hotel, Abu Dhabi; and £20,000 worth of catering appliances for the Anse Aux Pins Beach Hotel, on Mahe, the chief island of the Seychelles.

Recent export orders totalling £100,000 for Stott equipment include the supply of 14 identical catering suites for a fleet of trailer-mounted hospital kitchens, for use by the Iraqi army. The mobile field kitchens are being built by Rollalong Ltd., of Ringwood, Hants.

Stotts will also supply equipment for a leading Iranian bank group; for the Aspelia Hotel, Cyprus; for a hospital and a teachers' training college in Zambia; and for a hotel and catering college in Singapore.

Industrial vacuum cleaners shipped

Sturtevant Engineering Co. Ltd., London, recently shipped two powerful industrial vacuum cleaners to the Sudan for use by the Khartoum Spinning and Weaving Co. Ltd., who already have a number of Sturtevant machines in operation, including several specially designed for use in the textile industry.

£800,000 Romanian contract

A contract worth £800,000 for pump motors and control gear for the Romanian Flaminda irrigation project has been placed with Laurence, Scott & Electromotors Ltd., Norwich, by George Wimpey & Co. Ltd., the main contractors. The electrical contract covers the manufacture and supply of 224 motors totalling nearly 100,000 hp (75,000 kW), and of 36 grouped starter boards.

Youngster helps to clinch sale

Recently a three-year-old Swedish boy helped indirectly to sell a British company's colour separation systems to Ultra Offset of Solna, near Stockholm.

This order was placed shortly after a three-day technical seminar held during the visit of Mr. A. R. G. Stephenson, managing director of Cosmocord Graphic Systems, Waltham Cross, Herts., to the works of Elles Lito Grafiska Repro AB, who had recently installed a complete Cosmocolor 370 system.

One of the visitors, the managing director of Ultra Offset, produced a 35mm colour transparency of a little boy and asked if separations could be made. Within 90 minutes, a 10X enlarged and screened colour set had been produced – and this clinched a firm order for two systems worth over £20,000.

In addition to this order, which has now been delivered, three others were placed as a result of the seminar and demonstrations, making a total sale of five units at over £45,000.

Australian plant contract

Union Carbide Australia and New Zealand Ltd., a subsidiary of Union Carbide Corporation of New York, have awarded a contract to CJB for the engineering and procurement for a high-density polyethylene plant to be built at Altona, Victoria, Australia. The work will be undertaken jointly between CJB (Projects) Ltd., and Constructors John Brown Australia (Pty.) Ltd.

Design, procurement and civil construction are starting immediately on the plant, which is scheduled for completion in 1972. This plant is the second to be undertaken by CJB to this new Union Carbide process. The first plant is currently being constructed at Stenungsund, Sweden, for Unifos Kemi AB.

Follow-up order from Swiss Air Force

Plessey Electronics group have been awarded a further contract for the supply of PTR272 multi-channel UHF communications systems to the Swiss Air Force.

In 1965 The Plessey Company was awarded a contract valued at over £1 million for the supply of ground UHF stations to the Swiss Air Force to form part of the Project Florida air defence system. Equipment already supplied has been used in operational service with great success, and this has led to the follow-up order to provide equipment for the second phase of the project.

Plessey are acting as the prime contractor for the complete system.

First airfreighted simulator

A Seaboard World Airlines flight which left Heathrow recently had the first airfreighted DC 10 digital flight simulator on board, ordered by American Airlines Inc., Fort Worth, Texas, from Redifon Air Trainers Ltd., Aylesbury, Bucks.

The equipment weighed over 40 tons, and included the simulator's computer, hydraulic equipment, six axis jacks (each 16 ft. long and weighing 1½ tons), over 30 miles of cables (weighing over 1 ton), all internal fuselage equipment, control panels, pilot and aircrew seats, etc., for re-assembly in the fuselage shell and motion system main framework already installed on site at Fort Worth, and shipped there by sea last month from Redifon's Aylesbury factory.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

EUROPEAN COMMUNITIES

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L280 dated December 26, 1970 contains the texts of a number of Regulations setting up Community tariff quotas for certain products. Details of these quotas and their allocation to individual Member Countries are set out below.

Details of the method of allocation and of the conditions attached to all the quotas, together with the French texts of all the Regulations referred to below, may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

Regulation (CEE) No. 2569/70 sets up a tariff quota for 1,193,000 tonnes of newsprint (Common Customs Tariff No. 48.01 A) at a 'nil' rate of duty for the period January 1, 1971 to December 31, 1971. The quota has been allocated on the following basis:

Germany	690,000 tonnes
Benelux	335,000 tonnes
France	160,000 tonnes
Italy	8,000 tonnes

Regulation (CEE) No. 2571/70 sets up a tariff quota for 20,000 tonnes of ferro-silicone (Common Customs Tariff No. 73.02 C) at a 'nil' rate of duty for the period January 1, 1971 to December 31, 1971. The quota has been allocated on the following basis:

Germany	3,500 tonnes
Benelux	15,500 tonnes
France	50 tonnes
Italy	950 tonnes

Regulation (CEE) No. 2572/70 sets up a tariff quota for 65,000 tonnes of unwrought aluminium (Common Customs Tariff No. 76.01 A) at a 5 per cent rate of duty for the period January 1, 1971 to June 30, 1971; 56,000 tonnes of the quota have been allocated on the following basis:

Germany	33,275 tonnes
Benelux	16,500 tonnes
France	825 tonnes
Italy	6,000 tonnes

The remaining 8,400 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2574/70 sets up a tariff quota for 250 tonnes of tanning extract of eucalyptus (Common Customs Tariff No. ex 32.01 D) at a 4.2 per cent rate of duty for the period January 1, 1971 to December 31, 1971; 150 tonnes of the quota have been allocated on the following basis:

Germany	51 tonnes
Benelux	18 tonnes
France	30 tonnes
Italy	51 tonnes

The remaining 100 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2575/70 sets up a tariff quota at a 'nil' rate of duty of 1 million uc (uc=unite de compte – present value $1US) each for silk and silk waste (schappe), woven on hand looms (Common Customs Tariff No. ex 50.09) and cotton, woven on hand looms (Common Customs Tariff No. ex 55.09) for the period January 1, 1971 to December 31, 1971; 800,000 uc and 714,000 uc respectively have been allocated on the following basis:

	Silk and silk waste ex 50.09	Cotton ex 55.90
	uc	uc
Germany	384,000	280,000
Benelux	80,000	50,000
France	220,000	264,000
Italy	116,000	120,000

The remaining 200,000 uc and 286,000 uc respectively will form the reserve, available to Member States who use 90 per cent or more of their original allocation. Imports under this quota must be accompanied by a certificate issued by the Indian/Pakistan Ministry of Commerce certifying that the goods are exported from India/Pakistan and are of Indian/Pakistan origin.

Regulation (CEE) No. 2576/70 sets up a tariff quota for 50,000 tonnes of ferro-silico manganese (Common Customs Tariff No. 73.02 D) at a 'nil' rate of duty for the period January 1, 1971 to December 31, 1971); 47,000 tonnes of the quota have been allocated on the following basis:

Germany	41,000 tonnes
Benelux	4,100 tonnes
France	100 tonnes
Italy	1,800 tonnes

The remaining 3,000 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2577/70 sets up a tariff quota for 3,000 tonnes of ferro-chromium containing by weight at least 0.1 per cent of carbon and more than 30 per cent but not more than 90 per cent inclusive of chrome (Common Customs Tariff No. ex 73.02 E I) at a 'nil' rate of duty for the period January 1, 1971 to December 31, 1971. The quota has been allocated on the following basis:

Germany	200 tonnes
Benelux	180 tonnes
France	10 tonnes
Italy	2,610 tonnes

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

Regulation (CEE) No. 2581/70 sets up a tariff quota for 34,000 tonnes of cod, whole, headed or in pieces, salted, brined or dried (Common Customs Tariff No. 03.02 A I (b)) and cod fillets (Common Customs Tariff No. 03.02 A II(a)) at a 'nil' rate of duty for the period January 1, 1971 to the entry into force of **Regulation (CEE) No. 2142/70†**, Article 16, and not later than December 31, 1971; 31,000 tonnes of the quota have been allocated on the following basis:

Germany	775 tonnes
Benelux	3,100 tonnes
France	300 tonnes
Italy	26,825 tonnes

The remaining 3,000 tonnes will form a reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2582/70 sets up a tariff quota for 30,000 tonnes of tunny fish, fresh, frozen or chilled, whole, headed or in pieces, intended for preservation (Common Customs Tariff No. 03.01 B I (c) 1) at a 'nil' rate of duty for the period January 1, 1971 to the entry into force of Article 16 of **Regulation (CEE) No. 2142/70†** and not later than December 31, 1971; 27,000 tonnes of the quota have been allocated on the following basis:

Benelux	100 tonnes
France	1,000 tonnes
Italy	25,900 tonnes

The remaining 3,000 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2583/70 sets up a tariff quota for 11,500 tonnes of unwrought magnesium (Common Customs Tariff No. 77.01 A) at a 'nil' rate of duty for the period January 1, 1971 to December 31, 1971; 9,625 tonnes of the quota have been allocated on the following basis:

(a) in so far as it concerns unwrought magnesium containing by weight 99.8 per cent or more of pure magnesium

Germany	327 tonnes
Benelux	193 tonnes
France	4 tonnes
Italy	1 tonne

(b) in so far as it concerns unwrought magnesium containing by weight less than 99.8 per cent of pure magnesium

Germany	9,000 tonnes
Benelux	60 tonnes
France	20 tonnes
Italy	20 tonnes

The remaining 75 tonnes for (a) and 1,800 tonnes for (b) will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2584/70 sets up a tariff quota for 60 tonnes of silk yarn, not put up for retail sale (Common Customs Tariff No. ex 50.04) at a 4 per cent rate of duty for the period January 1, 1971 to December 31, 1971; 48 tonnes of the quota have been allocated on the following basis:

Germany	28.1 tonnes
France	12 tonnes
Italy	3.2 tonnes
Benelux	4.7 tonnes

The remaining 12 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2585/70 sets up a tariff quota for 170 tonnes of yarn spun from silk waste (schappe), not put up for retail sale (Common Customs Tariff No. ex 50.05) at a 2.5 per cent rate of duty for the period January 1, 1971 to December 31, 1971; 140 tonnes of the quota have been allocated on the following basis:

Germany	100 tonnes
France	15 tonnes
Italy	20 tonnes
Benelux	5 tonnes

†**Regulation (CEE) No. 2142/70** is the basic Regulation on the common organization of markets in the sector of fisheries products. Article 16 concerns the suspension of the Common Customs Tariff applicable to certain fisheries products, including cod and tunny fish.

The remaining 30 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2586/70 sets up a tariff quota for 1,715 tonnes of raw silk (not thrown) (Common Customs Tariff No. 50.02) at a 'nil' rate of duty for the period January 1, 1971 to December 31, 1971; 1,415 tonnes of the quota have been allocated on the following basis:

Germany	210 tonnes
France	600 tonnes
Italy	600 tonnes
Benelux	5 tonnes

The remaining 300 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2580/70 sets up a tariff quota for 500 tonnes of unbleached linen thread (excluding waste thread) measuring 30,000 metres or less per kilogramme, intended for the manufacture of spun or twisted yarn for the footwear industry and for binding cables (Common Customs Tariff No. ex 54.03 B I (a)) at a 2.2 per cent rate of duty for the period January 1, 1971 to December 31, 1971; 285 tonnes of the quota have been allocated on the following basis:

Germany	255 tonnes
Benelux	10 tonnes
France	5 tonnes
Italy	15 tonnes

The remaining 215 tonnes will form the reserve, available to Member States who use 90 per cent or more of their original allocation.

The *Board of Trade Journal* dated August 12, 1970 (page 358) contained an announcement about **Regulation (CEE) No. 1495/70** increasing the amount of the tariff quota set up by **Regulation (CEE) No. 2615/69** for unwrought magnesium (Common Customs Tariff No. 77.01 A) to 24,000 tonnes for the period January 1, 1970 to December 31, 1970. The *Journal Officiel* No. L280 contains the text of **Regulation (CEE) No. 2570/70** increasing Part (b) of this quota (unwrought magnesium containing by weight less than 99.8 per cent of pure magnesium) by a further 3,000 tonnes. The additional amount has been added to the reserve for Part (b), bringing this reserve to a total amount of 7,360 tonnes.

The *Board of Trade Journal* dated January 21, 1970 (pages 189/190) contained announcements about a number of Regulations setting up tariff quotas for certain products for the period January 1, 1970 to December 31, 1970. The *Journal Officiel* No. L280 contains the texts of several Regulations increasing the amount of some of these tariffs quotas as follows.

Regulation (CEE) No. 2573/70 increases the tariff quota set up by **Regulation (CEE) 2608/69** for newsprint (Common Customs Tariff No. 48.01 A) to 1,175,000 tonnes. The quota has been reallocated on the following basis:

Germany	700,000 tonnes
France	162,000 tonnes
Italy	8,000 tonnes
Netherlands	225,000 tonnes
Belgo-Luxembourg Economic Union	80,000 tonnes

Regulation (CEE) No. 2578/70 sets up a tariff quota supplementary to that set up by **Regulation (CEE) No. 2614/69** for 210,000 tonnes of unwrought aluminium (Common Customs Tariff No. 76.01 A) at a 7 per cent rate of duty. The supplementary quota has been allocated on the following basis:

Germany	154,000 tonnes
Belgium	27,495 tonnes
France	2,000 tonnes
Italy	18,000 tonnes
Netherlands	8,500 tonnes
Luxembourg	5 tonnes

Regulation (CEE) No. 2587/70 sets up a tariff quota supplementary to that set up by **Regulation (CEE) No. 2611/69** for 18,000 tonnes of ferro-silicone (Common Customs Tariff No. 73.02 C) at a 6 per cent rate of duty. The supplementary quota has been allocated on the following basis:

Germany	3,500 tonnes
France	10 tonnes
Italy	760 tonnes
Netherlands	2,000 tonnes
Belgo-Luxembourg Economic Union	11,730 tonnes

Regulation (CEE) No. 2588/70 sets up a tariff quota supplementary to that set up by **Regulation (CEE) No. 2612/69** for 31,770 tonnes of ferro-silico manganese (Common Customs Tariff No.

73.02 D) at a 3.5 per cent rate of duty. The supplementary quota has been allocated on the following basis:

Germany	25,000 tonnes
France	20 tonnes
Italy	3,300 tonnes
Netherlands	700 tonnes
Belgo-Luxembourg Economic Union	2,750 tonnes

Regulation (CEE) No. 2589/70 sets up a tariff quota supplementary to that set up by **Regulation (CEE) No. 2613/69** for 400 tonnes of ferro-chromium containing by weight at least 0.1 per cent of carbon and more than 30 per cent but not more than 90 per cent inclusive of chrome (Common Customs Tariff No. ex 73.02 E I) at a 5 per cent rate of duty. The supplementary quota has been allocated on the following basis:

Germany	67 tonnes
France	1 tonne
Italy	330 tonnes
Netherlands	1 tonne
Belgo-Luxembourg Economic Union	1 tonne

The *Journal Officiel des Communautés Européennes* No. L275 dated December 19, 1970 contains the text of **Regulation (CEE) No. 2557/70** setting up a tariff quota for 22,000 tonnes of frozen cattlemeat (Common Customs Tariff No. 02.01 A II (a) 2) at a 20 per cent rate of duty for the period January 1, 1971 to December 31, 1971. The quota has been allocated on the following basis:

Germany	3,400 tonnes
Benelux	4,700 tonnes
France	2,300 tonnes
Italy	11,600 tonnes

Suspension of duties in the common customs tariff

THE *Journal Officiel des Communautés Européennes* No. L280 dated December 26, 1970 contains the texts of three Regulations as follows.

Regulation (CEE) No. 2568/70 suspends the Common Customs Tariff applicable to sprats (Common Customs Tariff No. ex 03.01 B I) at a 7.8 per cent rate of duty for the period January 1, 1971 to January 31, 1971.

Regulation (CEE) No. 2579/70 suspends at the rate indicated the Common Customs Tariff applicable to the following goods from January 1, 1971 until the entry into force of the Convention of Association between the EEC and the AAMS not later than December 31, 1971.

Common Customs Tariff No.	Products	Rate at which duty suspended
09.04 A I	Pepper, neither crushed nor ground:	
	intended for use in the industrial manufacture of essential oils or resinoids†	Total suspension
	other	10%
ex 13.03 A V	Pyrethrum extract	Total suspension

† This suspension is subject to conditions to be determined by the competent authorities.

Regulation (CEE) No. 2590/70 suspends the Common Customs Tariff applicable to rosins (including 'resinous pitch') (Common Customs Tariff No. 38.08 A) at a 4.5 per cent rate of duty for the period January 1, 1971 to December 31, 1971.

The French texts of the Regulations referred to above may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

Customs legislation in the EEC

THE *Board of Trade Journal*, dated April 18, 1969, contained an announcement about **Regulation (CEE) No. 542/69** concerning the transit of goods within the Community. The *Journal Officiel des Communautés Européennes* No. L284, dated December 30, 1970, contains the texts of two Regulations as follows.

Regulation (CEE) No. 2662/70 concerns the extension of the period of validity specified by Article 15, para 1, second line of **Regulation (CEE) No. 542/69.**

Regulation (CEE) No. 2664/70 concerns the extension of the period of validity specified by Article 55, para. 1 of **Regulation (CEE) No. 542/69.**

The French texts of these Regulations may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 2649/70 determines the variable elements and the additional duties applicable during the first quarter of 1971 to the import into the Community of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L284, dated December 30, 1970).

PROCESSED FRUIT AND VEGETABLES

Regulation (CEE) No. 2663/70 fixes the difference in the price of white sugar applicable in calculating the levy in the sector for processed fruit and vegetables (*Journal Officiel* No. L284, dated December 30, 1970).

FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of January 1 published a notice setting out the customs duty, variable levies and maximum rates which apply from January 1, to certain foodstuffs in the following tariff headings:

Tariff nos. 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05, and 38.12 (for the sake of brevity the descriptions have been omitted but can be seen in a condensed form in the *Board of Trade Journal* of July 1, 1970, page 27).

British exporters may address any inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

Duty quotas for imports of wood pulp and iron and steel

THE FRENCH *Journal Officiel* of December 24 announced that for the year 1971 the following amounts of wood pulp and iron and steel may be imported duty free or at a reduced duty rate.

Tariff No.	Description	Amount metric tons net
47.01 A	Mechanical and semi-chemical wood pulp†	200,000 tons at 90% dryness
47.01 B I	Wood pulp chemically treated by the sulphate or soda process†	1,500,000 tons at 90% dryness
47.01 B II	Wood pulp chemically treated by the bisulphate process†	
73.15 A VI a	Sheets and plates not further worked than hot-rolled, pickled or not	167 tons
73.15 A VI d 1	Sheet: and plates otherwise shaped or worked: not further worked than cut to other than square or rectangular shape	23 tons

† The weight to be shown on import licence applications for these quotas is that of the pulp taken at 90 per cent dryness.

Admissions under the above quotas are subject to the general conditions for importation of duty-free or duty-reduced quotas stipulated in an Order dated December 17, 1969.

British exporters may address any inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

BELGIUM

Temporary ban on import of certain livestock

THE *Moniteur Belge* of January 1, 1971, published a decree of December 30, 1970, prohibiting with immediate effect the import from the United Kingdom, except Northern Ireland, of live hens and chickens, pigeons, turkeys, guinea-fowl, geese, duck, feathered game, and their eggs.

It has further been reported by the British Embassy, Brussels, that this ban is the result of an outbreak of Newcastle disease in the United Kingdom.

Inquiries from British exporters about this notice should be made to the Ministry of Agriculture, Fisheries and Food (Export Section). Tel. 01-337 6611, Ext. 148.

BELGIUM AND LUXEMBOURG

Excise duties on cigarettes

THE *Moniteur Belge* of December 30, 1970 published the text of a decree of December 17, 1970 altering the rates of excise duty and special excise duty on cigarettes imported into Belgium and Luxembourg. As previously, *ad valorem* duties are levied on the retail price as established by the Ministère des Finances and this value is determined independently of the Import Duty. The same value is used in determining the rate of specific duty payable. The charges applicable from January 1, 1971 are as follows:

Excase duty – 55.5 per cent (old rate 56 per cent)
Special excise duty for cigarettes with a retail value of:
not more than 0.80 francs each – 0.025 francs each
more than 0.80 francs each – 0.045 francs each.

The cumulative total of this excise duty and special excise duty cannot be less than 0.36 francs per cigarette.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 288, 7175, 408, 423).

TURKEY

Global import quotas and liberalization lists

ON JANUARY 4, 1971 the Turkish authorities announced the new list of global quotas and liberalization lists for 1971. Although the quotas published cover the whole year, only half may be utilized in the first six months. The following changes have been made in the import regulations:

1. Quota list: The guarantee deposit rates are now 25 per cent for importers and 10 per cent for industrialists.
2. Liberalization lists: The guarantee deposit for List I is 50 per cent and for List II 40 per cent. List I will now contain goods which can be imported freely, whereas List II covers goods which can be imported only with the approval of certain bodies.
3. Exceptions: For chemical and compound fertilizers, ammonia, breeding animals, private sector investment goods and refrigerated trucks, the guarantee deposit rate is 1 per cent.

Full details of the quota and liberalization lists are not yet to hand but a notification of their availability will be published shortly.

No further information is available at present but inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

IRISH REPUBLIC

Imposition of duties: watches

UNDER THE Imposition of Duties Act, 1957 and the Finance Act, 1962, the Government of the Irish Republic have made an order entitled Imposition of Duties (No. 188) (Watches) Order 1970. This order reduces, with effect from January 1, 1971, the full, preferential and special preferential rates of duty shown at tariff headings 91.01 (B), 91.07 (A), 91.09, 91.11 (A) (2) (a) and 91.11 (A) (2) (b) to the rates shown below. Rates applying to watches of United Kingdom origin are not affected by this order.

Tariff Heading	January 1, 1971			February 15, 1971		
	Full	Preferential	Special Preferential	Full	Preferential	Special Preferential
91.01 (B)	24% or 15s. each	24% or 15s. each	16% or 10s. each	24% or £0·75 each	24% or £0·75 each	16% or £0·05 each
91.07(A)						
91.11 (A) (2) (a)	24%	24%	16%	24%	24%	16%
91.09						
91.11 (A) (2) (b)	24% or 3s. 9d. each	24% or 3s. 9d. each	16% or 2s. 6d. each	24% or £0·1875 each	24% or £0·1875 each	16% or £0·125 each

The Order also provides for the new rates, expressed in decimal currency, to take effect from Decimal Currency Day – February 15, 1971.

The Order applies to the goods affected in respect of which entries have not been passed before the close of the official day on December 31, 1970 (or February 14, 1971 in the case of the rates in decimal currency).

Any further information required may be obtained on application to the Secretary, Revenue Commissioners, Dublin Castle, Dublin 2, or to the Collector of Customs and Excise at any Custom House.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Exts. 466/467).

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Global quotas for 1971

IN THE *State Gazette* of December 28, the Spanish authorities published details of the global quotas for 1971. The complete list is reproduced below.

(168 pesetas = £1)

Quota No.	Goods	Tariff heading	Annual value Pesetas	Method of calling
1	Hops	12.06	42,350,000	Yearly
2	Meat preserves	16.01 16.02	42,592,000	Yearly
3	Fruit preserves	20.03-20.04 20.05 Ex 20.06-20.07 B	42,592,000	Yearly
4	Miscellaneous food products	19.04-21.07 B 21.07 C	8,651,500	Yearly
5	Soups and soup preparations	21.05	15,972,000	Yearly
6	Beer	22.03	19,541,500	Open permanently
7	Fish meal	23.01-B	254,753,400	Open permanently
8	Coking coal	Ex 27.01-A	232,925,000	Open permanently
9	Anthracite	27.01-B	28,616,500	Open permanently
10	Inorganic chemical products	15.10-C-28.02 28.14-A-28.15-B 28.41-B 3 Ex 28.46-B	66,550,000	Six monthly
11	Organic chemical products	17.02-A 1, 17.02-B 1 Ex 29.25-J 29.25-H 29.42-A 29.42-C 29.44-A 29.44-B	53,240,000	Six monthly
12	Pharmaceutical specialties	Ex 30.02-A 2, Ex. 30.02-B 2 Ex 30.03-A 2, Ex 30.03-B 2	133,100,000	Open permanently
13	Varnishes, inks, pigments and similar preparations	32.09-A Ex 32.09-D	46,585,000	Six monthly
14	Perfumery, toilet and cosmetic preparations	33.06	26.620.000	Six monthly
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	34.02-B 34.03-B Ex 35.05- Ex 38.07 Ex 38.08-38 19-F 2 Ex 38.19-G 38.19-H Ex 38.19-J	139,755,000	Six monthly
16	Phenoplast and furane resins	39.01-A	59,895,000	Six monthly
17	Aminoplasts	39.01-B	39,930,000	Six monthly
18	Other condensation, polycondensation and polyadd tion products	39.01-C Ex 39.01-J	39,930,000	Six monthly
19	Styrene and d. rivatives products (polymerization)	39.02-C	19,965,000	Six monthly
20	Polyvinyl chloride	39.02-E	39,930,000	Six monthly
21	Other polymerization and copolymerization products	39.02-A 2 39.02-G 2 3 39.02-L 2 Ex 39.02-M 39.02-N Ex 39.03-A	73,205,000	Six monthly
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	39.07-B	59,895,000	Six monthly
23	Non-liberalized wood manufactures	44.15-44.16 44.18-48.09	17,968,500	Six monthly
24	Miscellaneous textile fibres	50.02-50.03 Ex 57.03-A 57.03-B 57.03-C 57.04-A1 57.04-B2a57.04-C	14,641,000	Six monthly
25	Yarns of miscellaneous textile fibres	50.04-50.05 50.06-50.07 50.08-55.05 55.06-57.06	21,961,500	Six monthly
26	Coconut yarns	57.07-C	59,895,000	Six monthly
27	Fabrics of miscellaneous textile fibres	50.09-50.10 55.07-55.08 55.09-57.10 Ex 57.11	101,954,600	Six monthly
28	Tulle, lace, velvet and knitted goods	58.04-E 58.08 58.09 60.01-C	23,292,500	Six monthly
29	Special fabrics	Ex 59.03-A 59.07 59.08 Ex 59.11 Ex 59.12 Ex 59.13 Ex 60.06-A	21,096,350	Six monthly
30	Carpets and rugs	58.01 58.02 58.03	9,982,500	Six monthly
31	Ready-made clothing	Ex 60.02 Ex 60.03-A 2 Ex 6 .03-B2 Ex 60.03 C 60.04-C 61.01-A Ex 61.01-D Ex 61.01-E 61.02-A Ex 61.02-D Ex 61.02-E Ex 61.03-A Ex 61.03-C 61.04-A Ex 61.04-D 61.05 61.07 61.09 Ex 61.10-A Ex 61.10-C Ex 61.11 Ex 62.01-B Ex 61.10-A Ex 62.02 Ex 62.04	26,620,000	Six monthly
32	Other textile manufactures	58.05-D Ex 58.06 Ex 58.07 59.01 Ex 59.02-C Ex 59.04 Ex 59.05-C Ex 59.06 Ex 59.14 Ex 59.15 Ex 60.06-B 62.03 Ex 62.05-B	16.637,500	Six monthly
33	Articles of porcelain and glass	69.11-B 69.12-B 69.13 Ex 70.13-B 1	37,268,000	Six monthly
34	Imitation jewellery	71.12-B 2 71.16	11,313,500	Six monthly
35	Containers of iron or steel	Ex 73.23	26.620.000	Six monthly
36	Stoves, heating apparatus, cookers (including those also connected to central heating) cooking rings, boilers, plate heaters and other similar non-electric apparatus for domestic use and parts, of cast iron, iron or steel	73.36	14,641,000	Six monthly
37	Other maufactures of cast, iron or steel	Ex 73.40-C	29,282,000	Six monthly
38	Copper manufactures	74.19-D 74.19-E	13,310,000	Six monthly
39	Aluminium manufactures	Ex 76.15 76.16-B	14,641,000	Six monthly
40	Hand tools for industry	Ex 82.03 82.04	73,205,000	Six monthly
41	Saws and blades	Ex 82.02 Ex 82.06	39,930,000	Six monthly
42	Cutlery and table sets of iron or steel	82.09 82.10 82.11-A-C-D-E 82.14	26.620.000	Six monthly
43	Marine engines (not liberalized) and parts for the manufacture of the same	84.06-B 2 b 84.06-B 2 c 84.06-B 2 d 84.06-C 1 Ex 84.06-D 2	59,895,000	Six monthly
44	Engines for use on land (not liberalized) and parts for the manufacture of the same	84.06-B 2 b c d 84.06-C 1 Ex 84.06-D 2	233,590,500	Six monthly
45	Motor pumps and motor compressors (not liberalized)	Ex 84.10-F 2 Ex 84.11-D 2	53,240,000	Six monthly
46	Refrigerators up to 250 litres	Ex 84.15-A	183,012,500 (36,602 units)	Six monthly
47	Dumpers	87.02-B 2	266,200,000	Six monthly
48	Television and radio receivers	85.15-A	39,930,000	Six monthly
49	Radio transmitters and transmitter-receivers	Ex 85.15-B	88,511,500	Six monthly
50	Non-liberalized parts for the manufacture of electric apparatus and carbons for cinematographie	Ex 85.15-E Ex 85.24-C	106,480,000	Open permanently
51	Tractors	87.01-A 87.01-B 2	515,368,200 (4,287 units)	Six monthly
52	Parts for the manufacture of tractors	Ex 87.06	117,128,000	Open permanently
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	Ex 87.02-A 2 Ex 87.03-B C Ex 87.04-B Ex 87.05 Ex 87.06	332.750,000	Six monthly (excepting parts for manufacture - Open permanently)
54	Parts and accessories for the manufacture of motor cars	Ex 97.04-A Ex 87.05 Ex 87.06	199,650,000	Open permanently
55	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11-C D E	26,620,000	Six monthly
56	Sound recording tapes, etc. (not liberalized) and parts and accessories for apparatus under Heading 92.11	92.12-B 2 92.13	35,271,500	Open permanently
57	Toys, games and articles for recreation	97.01-97.02 97.03 97.04 97.05-97.08	40,595,500	Yearly
58	Capital equipment for new investment projects	Sections XVI and XVII	10,248,700,000	Open permanently

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

SPAIN, *continued*

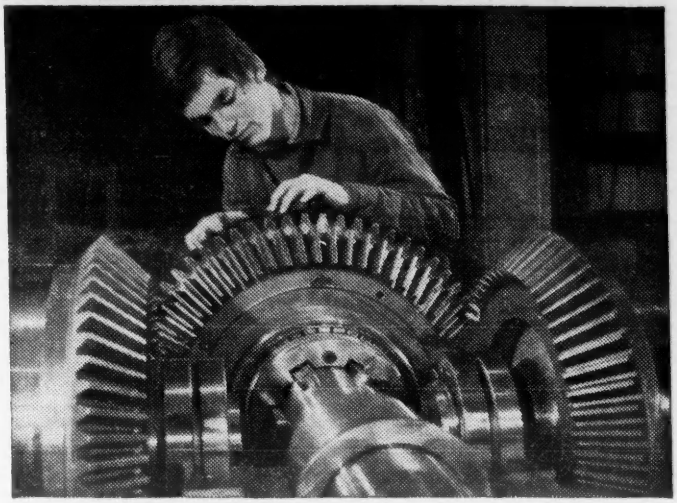
Customs tariff: reduced duty extensions

NOTICE was given in the *Board of Trade Journal* of October 14, 1970 (page 857) of duty reductions on certain sub-headings of the Spanish customs tariff valid until December 31.

The Spanish *State Gazette* of January 4 announced that the period of validity has been extended to January 31, 1971.

Tariff Heading	Description	Existing Rate of Duty	Percentage Reduction
01.02	Live animals of the bovine species:		
A	Selected stock for breeding purposes	2%	100
B 2 a	Female, less than 3 years old	2%	100
B 2 b	Male, not more than one year old weighing not more than 200 kg.	4%	100
B 2 c	Other	10·5%	100
03.01	Fish, fresh (live or dead), chilled or frozen:		
A	Tunny and other tunas, frozen	6%	100
03.02 A	Cod	10%	100
07.05 B 1	Chick-peas	11·5%	100
07.05 B 2	Beans	9%	100
07.05 B 3	Lentils	7%	100
07.06 A	Yucca and manioc	12%	100
09.01 A	Coffee, not roasted	22·5%	100
12.01 B 3	Soya beans	2·5%	100
12.03 B 2	Sainfroin, lucerne, bent-grass, canary-grass, orchard-grass and fescue seeds	3·5%	100
12.03 B 3	Aubergine, onion, bean, melon and water melon seeds	3·5%	100
12.03 B 4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds	16%	100
12.03 B 5	Sugar-beet seeds	16%	100
18.01 A	Cocoa beans, raw	26·5%	100
23.01 A	Flours and meals, of meat and offals, greaves	2%	100
23.01 B	Flours and meals of fish	2%	100
23.04 B	Oil-cake, etc., other	2%	100
25.03 C	Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur: other	4%	100
Ex 27.04	Coke and semi-coke for steel manufactures only	12%	100
Ex 28.30 A 2	Calcium chloride only	19%	80
29.02 A 9	Vinyl chloride	26%	40
29.04 B 3	Other polyhydric alcohols and halogenated, sulphonated, nitrated, nitrosated and mixed derivatives of such alcohols	13%	60
29.06 A 1	Phenol and its salts	16%	100
29.14 D	Acrylic and metacrylic acids, their salts and esters	25%	60
29.23 D 1	Glutamic acid and its salts	32·5%	100
29.30 A	Isocyanates	4·5%	100
Ex 38.11 B 2	Weedkillers, only, excepting chlorate and 2-4 dichloriphenoxy acetic acid derivatives	6%	100
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	16%	50
44.03 E	Wood in the rough, other	10·5%	2 ad valorem
44.04 B	Wood roughly squared or half-squared, etc., other	10·5%	2 ad valorem
Ex 73.02 C	Ferrochromium only, containing less than 0·1% of carbon by weight	9%	100
73.02 F	Other ferro-alloys	2%	100
Ex 73.15 B 2 e	Hoop and strip, of stainless steel only	15%	40
Ex 73.15 B 2 f 3	Other sheets and plates, of stainless steel only	20%	35
75.05	Electro plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis	4·5%	100
Ex 78.01	Unwrought lead: excepting waste and scrap	3%	100
Chapter 84	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	50
Ex 84.25 B	Threshers, only those forming part of self-propelled harvesters	10·5%	100
84.25 C 1 a	Combine harvester threshers: for cereals seeds, self-propelled	20%	70
Chapter 87	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	50
87.01 B 1	Tractors (other than those falling within heading No. 87.07) track-laying with a cylinder capacity of 6,000 cc or less	23%	100

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).



Gear drive units for one of a pair of poly-kneaders being made for despatch to Bahrain, by Baker Perkins Ltd. at their Peterborough works. The poly-kneaders will be making carbon paste used in aluminium smelting, and are the largest units of their type made by Baker Perkins. Each machine weighs nearly 40 tons and is 40 ft. long.

Customs tariff: petrochemical products

NOTICE was given in the *Board of Trade Journal* dated October 7, 1970 (page 796) of temporary amendments to the Spanish customs tariff on the following petrochemical products, valid until December 31.

The Spanish *State Gazette* of January 4 announced that the period of validity has been extended to March 31, 1971.

Tariff heading	Description	Duty
29.01-A 1	Butadiene	Nil
29.01-B 4	Ethylbenzene	9·5%
29.01-B 5	Styrene	Nil
29.04-B 2	Mono propylene glycol	5·2%
29.08-D	Ethylene glycol	4·5%
29.08-G	Dipropylene-glycol	13%
29.09-B	Propyleneoxide	13%
29.15-D 1	Dimethyl terphthalate	Nil
29.22-A 4	Hexamethylenediamine monomer adipate	Nil
29.27-B	Acrylonitrile (monomer)	Nil
29.35-G	Caprolactame	Nil
39.01-E 1	Hexamethylene-diamine adipate polymers	11·5%
39.01-E 2	Other polyamides	11·5%
39.01-G	Ethylene-glycol polyterphthalate	4·5%
39.01-H	Liquid products of polyaddition alkyds oxides (other than polyethylene-glycols) excluding polyaddition-polycondensation products	Nil
39.02-C 1	Styrene polymers and copolymers, in form of liquid, paste, blocks, lumps, powders, granules, flakes and similar bulk forms	23·5%
39.02-G 1	Acrylonitrile copolymers	Nil
39.02-H 1	Polyvinyl-butyral and polyvinyl-formal	Nil

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Joint assembly : marine driving equipment with steam turbines

IN THE Spanish *State Gazette* of January 8, the Spanish authorities published approval under special system of joint assembly (details of which appeared in the *Board of Trade Journal* dated August 11,

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1967, page 368) of a pro forma resolution for the manufacture of marine driving equipment with steam turbines (tariff heading 84.05).

The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty.

On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed 58 per cent (automated equipment) or 46 per cent (non-automated equipment) of the total industrial cost price.

From the time of coming into force of the first specific resolution for the joint assembly of this equipment all customs duty reductions or exemptions for the import of this type of equipment will be suspended.

The current pro forma resolution will remain in force for a period of two years from January 8, 1971.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

YUGOSLAVIA

Import regulations

IT HAS BEEN announced that the Federal Executive Council of Yugoslavia has decided to abolish the LBO category of imports and all asterisked categories of imports.

The LBO lists contains all those goods which may be freely imported from countries with which Yugoslavia has a bilateral trading agreement. The asterisked list (LBO*, DK*, and RK*) are those where foreign exchange was allocated after agreement had been reached between imbporters and domestic producers. The DK and RK categories are imports under a special foreign exchange quota and under a special commodity quota respectively. The abolition of these categories means that the element of protectionism which has been part of the system of allocation of foreign exchange will disappear.

It is not yet known to which categories these goods will be transferred; confirmation is being sought from Belgrade.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 470 and 475).

NORWAY

Duty exemption

THE NORWEGIAN Authorities have announced that strawberries, raspberries, black currants, currants, gooseberries, cherries, plums and bilberries and the juice of these fruits, together with cucumbers, beans and peas for use as basic materials in the canning industry, will be exempt from import duty for the 1970-71 season. This is subject to the granting of an import permit by the Norwegian Agricultural Department.

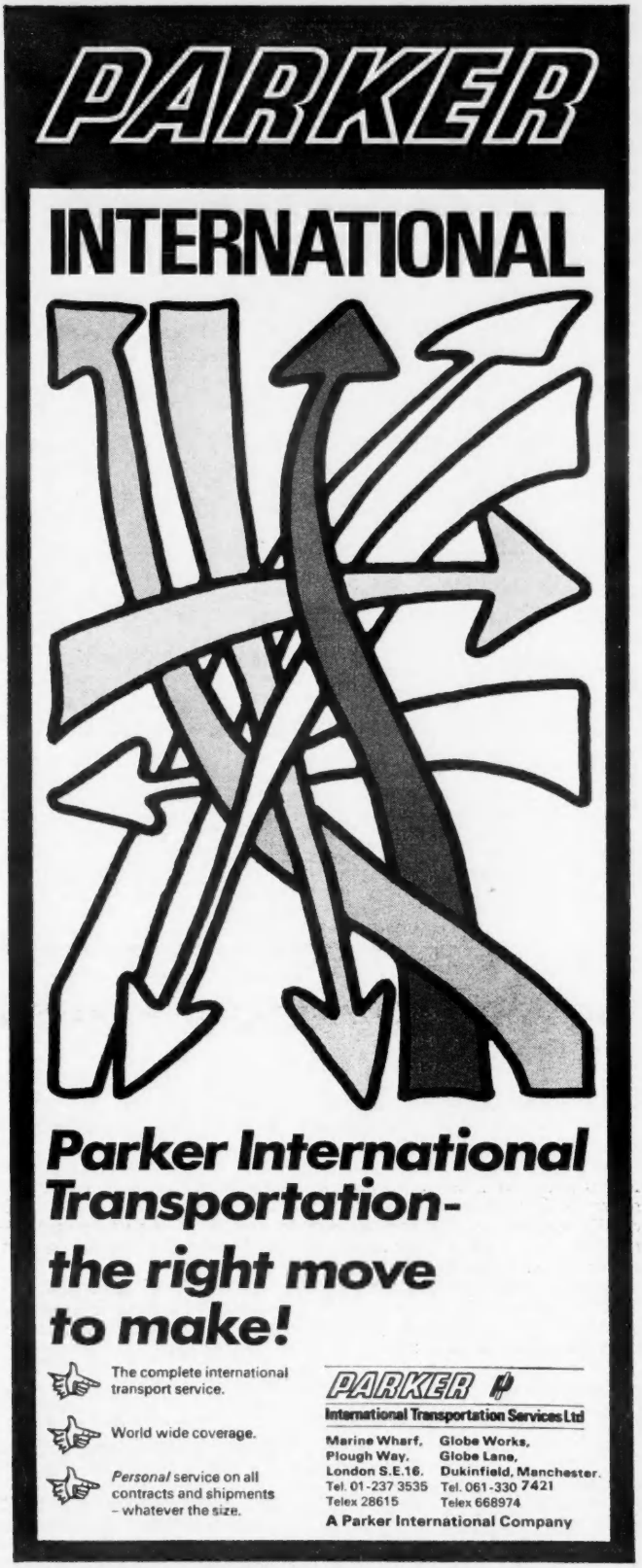
This notice supersedes that published in *Trade and Industry* of December 9, 1970 (page 456).

British exporters should address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459 and 461).

GATT 'Kennedy Round' reductions

WITH REFERENCE to the notice published in *Trade and Industry* of December 30, 1970 (page 601), the import duty rates for Norway as from January 1, 1971 are now available.

British exporters may obtain extracts of the country tariff pages relating to the items in which they are interested from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458 and 459). Tariff item numbers should be quoted where known.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FINLAND

Restrictions on the use of import credits

THE BANK OF F[illegible] addition and amendments to the list of items covered by the restrictions:

Addition
84.52.300

Deletions

59.05.011	59.05.020
59.05 019	

In addition the following may be deleted from the list of items subject to the restrictions when they are used for industrial purposes:

32.09	83.02.100
Chapter 39	85.04.920
48.07	85.04.990
48.13.300	85.12.800
58.04	85.12.991
58.05	85.14.201
58.08.010	85.20 190
58.09	85.23
58.10	87.06
60.04.602	87.14.909
73.21.900	92.09
73.25	92.10.019
73.40	92.10.090

British exporters seeking further information should apply to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459, 460, 461 and 462).

GREECE

Piraeus port regulation (dangerous goods)

NEW REGULATIONS for the loading and unloading of dangerous goods in the Port of Piraeus and obligations of agents and ships' captains under whose care such cargoes are brought into port have been received from G[illegible]e.

Inquiries arising from th[illegible]tice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 420).

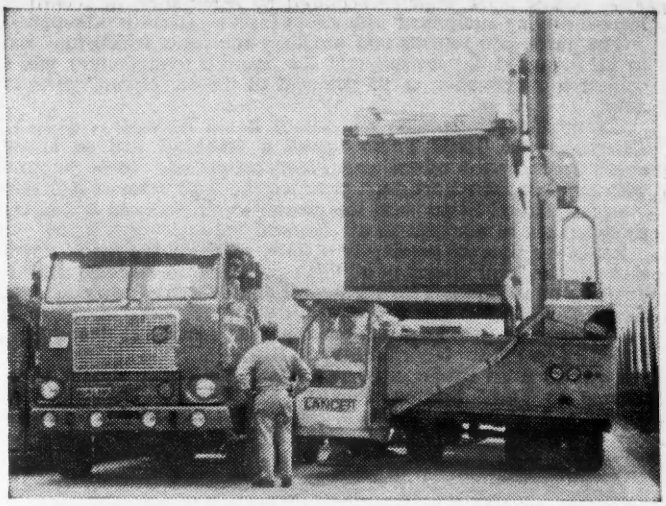
SAUDI ARABIA

Advertising material for cigarettes and tobacco

THE FOLLOWING statement was issued by the Saudi Arabian Ministry of Interior on December 26, 1970:

'The Ministry of Interior has observed that some merchants have been disseminating advertising material for cigarettes and tobacco, in various forms. These have included posters, delivery vans bearing the brand names, signboards outside shops and offices, gift schemes for smokers, and newspaper advertisements praising the qualities of cigarettes and tobacco in such a way as to delude the gullible, and cigarette sweets which could make the idea of smoking attractive to children.

'Under the Royal Decree No. 17699, the following penalties are to be imposed from the date of publication of this statement on all those who distribute, print or import advertising material for cigarettes and tobacco:



A British-built Lancer 3500 Series container-handling truck, supplied by Lancer Boss Ltd. of Leighton Bussard, Beds., is now in use at the new Copenhagen container terminal operated by Danish State Railways (DSB). The truck's complete freedom of movement is matched by its flexibility of use – catering as it does not only for 20, 30 and 40 ft. containers weighing up to 30 tons but also other large unit loads and conventional cargo, when required. Currently the Lancer is handling 80 to 100 containers a day, on two-shift 16-hour operation. The new terminal handles incoming traffic from the United Kingdom, rail-borne traffic from other European cities and also serves as a collecting point for export of containerized freight from Denmark.

1 Confiscation of the material or publication.
2 A fine of not less than SR1,000 and not more than SR2,000, or 2 months' imprisonment, or both.

The penalties may be doubled for second and subsequent offences.'

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 520 and 475).

SUDAN

New trade marks legislation

SUDAN HAS repealed the Trade Marks Ordinance, 1931 and replaced it by the Trade Marks Act, 1969, which came into force on September 9, 1969.

Among the changes introduced under the new Act is a reduction in the period of registration of a trade mark from 20 years to 10 years. A period of five years from September 9, 1969 is being allowed within which owners of trade marks registered under the repealed Ordinance may apply for re-registration of their marks and for reclassification in accordance with the schedule to the new Trade Marks Rules.

Trade marks registered under the repealed Ordinance, even if they are due to expire after September 8, 1974, will not retain their validity beyond that date unless they are re-registered and owners of such trade marks are therefore strongly recommended to apply for re-registration well before that date.

It should be noted that the new Act lays down that the exclusive

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right to a trade mark shall be acquired by registration in accordance with its provisions and as it is uncertain whether use only will be regarded as conferring any rights it would be advisable for any persons or firms who wish to use or continue to use their trade marks in the Sudan to apply for registration or re-registration as soon as possible.

Copies of the new Act and Rules are available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

IVORY COAST

Import control of smooth concrete reinforcing bars

AN IVORY COAST decree of September 5, 1970 requires the prior authorization from the economic section of the foreign ministry on the import of smooth concrete reinforcing bars (tariff position 73-10) of all sources and origins.

The application for import authorization must be accompanied by all relevant documents of the merchandise in question including details concerning the origin, supplier, tonnage, price or CIF value.

The decree which takes effect as from October 1, 1970 does not apply to 'twisted' concrete reinforcing bars, whose import remains exempt.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 271/2/3).

NIGERIA

Import licence extension for three months

THE FOLLOWING Government Notice No. 1953 of 1970, Import Licence (Extension) Notice 1970, was published in the Federal Republic of Nigeria *Official Gazette* of December 17:

'1. The duration of all unused or partly used import licences, issued in 1970 is hereby extended for a period of three months, that is to say, until March 31, 1971.

2. Accordingly, importers are hereby permitted to make shipment in respect of such licences up to March 31, 1971. Such licences must not be sent to the Federal Ministry of Trade for any endorsement and the Board of Customs and Excise will allow importation of the goods concerned on presentation of the necessary documents showing that shipments are made on or before March 31, 1971.'

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

A recent display of Tweed and Miss Lenthéric gift sets in the exotic showrooms of W. J. Towell Agencies who handle Lenthéric and Morny perfumes and toiletries in Kuwait.

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AUSTRALIA

Tariff board inquiry: propylene oxide derivatives

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of goods derived wholly or in part from propylene oxide, including glycols, glycol ethers, organic surface active agents and polyols being goods falling within chapter 29, items 34.02, 38.19 or 39.01 and goods falling within paragraph 38.19.99.

This reference has been made as a result of representation by local industry.

Details of the tariff items under which the above mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date, if any United Kingdom interests propose to tender evidence. In accordance with normal

(*Continued on next page*)

NEW ZEALAND

The news travels

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New Zealand's tourist industry is growing faster than the world rate; with no doubt at all, tourism is quickly taking its place as a vital factor in the economic growth of the country.

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procedure, notification in this instance has to be made to the Australian authorities not later than February 1. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 141/71.

Dumping Tariff Board inquiry result: pyjama girdling

A NOTICE was published in the *Board of Trade Journal* of February 11, 1970 to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on pyjama girdling (tariff items 58.05.29, 58.05.49, 58.07.3, 59.04.91, 59.04.92, 56.06, 60.01.99, 60.05.9 and 61.11.9.

The inquiry has now been completed and as a result dumping has been confirmed and dumping duties imposed restrospectively from February 16, 1970.

Further details will be published as soon as possible. In the meantime any inquiries should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

NEW ZEALAND

New Zealand—Australia free trade agreement

THE AUSTRALIAN and New Zealand Governments have reached agreement on a further list of commodities to be added to Schedule A of the New Zealand-Australia Free Trade Agreement with effect from January 1, 1971.

Further information for British exporters is available from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401/468/469), and has been published in full by the new Computerized Export Intelligence Service.

Emergency Protection Authority report

COPIES of the following New Zealand Emergency Protection Authority reports have been received and are available from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
16.04.03	Herrings in airtight containers
16.04.04	Pilchards in airtight containers
16.04.06	Sardines Sild in airtight containers Brisling

Customs Tariff changes

THE NEW ZEALAND Government has issued Orders which came into force on December 18, 1970, amending certain items in the New Zealand Customs Tariff. The Chapter concerned is 87.14.

Further information for British exporters is available from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401/468/469), and is being published in full by the new Computerized Export Intelligence Service.

Import licensing amendments (1)

IMPORT INTO MEXICO of the following goods has bee n made subject to licence until the dates indicated:

Tariff No.	Description
Until March 4, 1971	
29.04 A 004	Isobutyl alcohol
29.04 A 007	Methyl amyl alcohol
29.04 A 010	2-Ethyl alcohol
29.04 A 024	1-Butanol
29.13 A 001	Acetone
29.13 A 002	Ethyl methyl ketone
29.14 A 003	Isobutyl methyl ketone
29.14 A 002	Acetic acid
29.14 C 003	Ethyl acetate
29.14 C 005	Isopropyl acetate
29.14 C 006	n-Butyl acetate
29.14 C 009	Amyl acetate
29.14 C 010	Vinyl acetate
29.14 C 156	1, 3-Dimethylbutyl acetate
29.14 D 011	Acetic anhydride
Until June 6, 1971	
29.38 A 010	Hydroxycobalamine
29.38 A 011	Vitamin B12 other than hydroxycobalamine
29.38 A 044	Hydroxycobalamine acetate
Until December 2, 1971	
48.08 A 001	Filter blocks, slabs and plates of paper pulp
82.11 A 002	Safety razors for cutting the hair
82.11 A 999	Parts for safety razors for cutting the hair
82.13 A 002	Hair clippers
82.13 A 999	Parts for hair clippers
Until December 13, 1971	
98.10 A 002	Gas lighters

British exporters requiring further information about these changes should specify the goods with which they are concerned and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312).

Import licensing amendments (2)

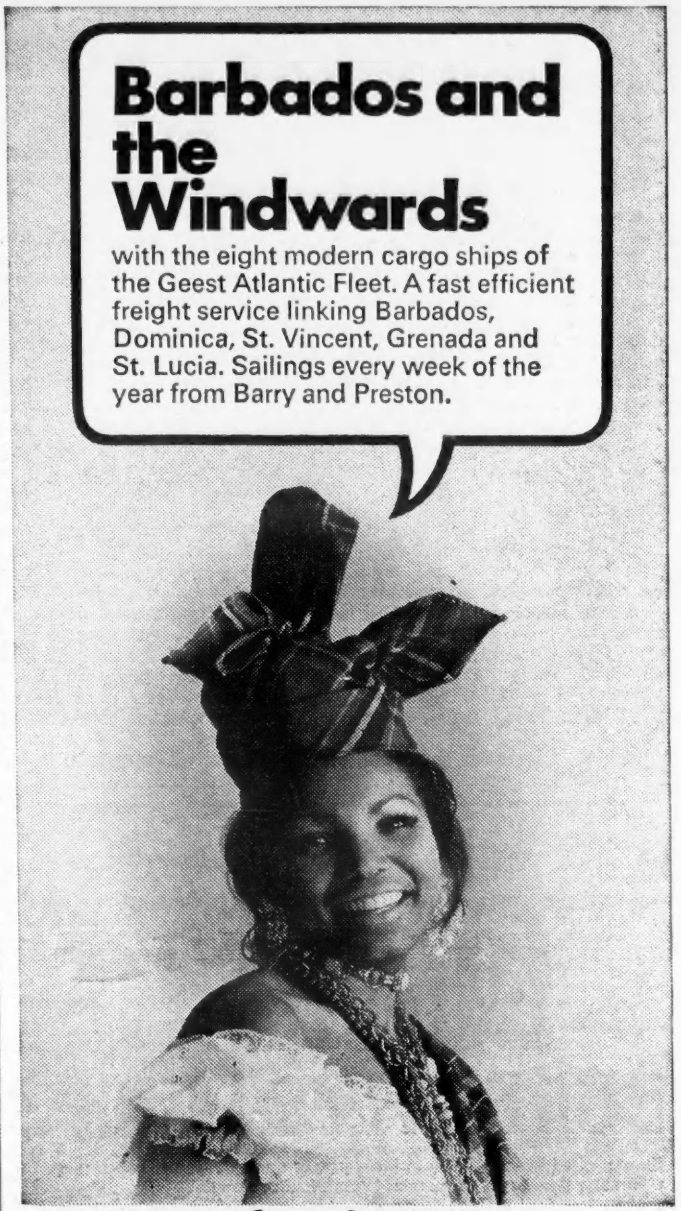
IMPORT into Mexico of the following goods has been made subject to licence until the dates indicated:

Tariff No.	Description
Until May 24, 1971	
84.54 B 001	Coin-counting machines
92.12 A 005	Magnetic tapes of a width of 30 mm or less
92.12 A 006	Magnetic tapes of a width exceeding 30 mm, or cassettes of plastic material with magnetic tape
Until August 23, 1971	
84.21 A 007	Certain types of insecticide spray
Until November 24, 1971	
84.63 E 012	Flexible couplings weighing not more than 250 kg
84.63 E 013	Flexible couplings weighing over 250 kg
90.28 A 003	Ammeters
90.28 A 004	Voltmeters
90.28 A 999	Frequency meters, reactive volt-ampere meters and power factor indicators
Until November 25, 1971	
28.28 B 010	Vanadium pentoxide
48.16 A 999	Corrugated cardboard boxes, not waterproof, of any size, whether or not printed
Until November 26, 1971	
84.30 C 001	Certain meat and bone cutting and chopping machines
84.30 C 002	Machines for sawing bones
Until November 22, 1972	
29.25 B 034	3-(trifluoro-methyl)-4, 4'-dichloro N, N'-diphenylurea
29.25 B 059	Tribromo salicylanilide
Until November 24, 1972	
29.31 E 002	Methionine
84.19 D 001	Dish-washing machines
Until November 25, 1973	
84.60 A 028	Moulds for vulcanizing rubber inner tubes for pneumatic tyres
84.60 A 029	Moulds for vulcanizing rubber plates
84.60 A 030	Moulds for vulcanizing rubber heels
84.60 A 031	Moulds for making designs in rubber pneumatic tyres and for inserting in vulcanizing moulds

British exporters requiring further information about these changes should specify the products in which they are interested and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 or 7312).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.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Area Office: Langthwaite Grange Industrial Estate, South Kirkby, Pontefract, Yorks. Telephone 097 760 3333. Telex 557360.
Agents: Killick, Martin & Company Ltd., Dunster House, 20 Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. Killick, Martin (Birmingham) Ltd., St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228. James & Hodder, P.O. Box 107, N.E.M. House, 11/12 Queen Square, Bristol BS99 7JU. Tel: 0272 20461.

GUATEMALA

Tendering procedures for government purchases

CONGRESSIONAL DECREE 13-70, effective May 8, 1970 and Government Order CM 17-70, effective June 13, 1970 introduce regulations governing purchases by the Guatemalan Government, the main provisions of which are as follows:

The purchase of goods, and contracting of supplies, works and services of values exceeding Quetzals 3,000 (£1,250) by the Guatemalan Government have to be put out to public tender. Bidders are required to guarantee by cash deposit or bond (equivalent to 1 per cent to 3 per cent of the value of the goods or services) that offers will be maintained. Successful bidders are also required to give a performance guarantee. Bidders may submit only one offer and if they or their representatives are present at the opening of bids, they may request or provide clarification of points, but may not make counter offers. Quotations must be in Quetzals, expressed in figures and in writing, indicating prices of separate items as well as the total values of offers.

The regulations preclude certain persons or companies, such as consultants who have been concerned in the preparation of a project, from participation. A sworn statement to the effect that the bidder is not legally disqualified from bidding must accompany all offers. In bidding for public works projects, persons or companies must be entered on a Prequalification Register.

Delays in delivery are subject to a fine per day of from ½ per cent to 1 per cent on contract value.

British firms tendering for Guatemalan Government contracts are strongly advised to study the complete texts of the Decree and Order (in Spanish), copies of which are available from Export Services Division, Department of Trade and Industry, Room H 11, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7016, 7017), price 12s. (60p), quoting reference ESB 2605.

All other inquiries should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290).

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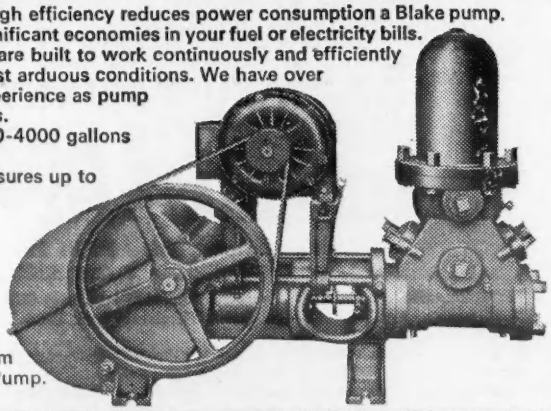

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URUGUAY

Embassy difficulties

THE EMBASSY at Montevideo is unable at present to deal with commercial inquiries as quickly as it would wish and would therefore be grateful if British exporters to that market would be patient until conditions there return to normal.

Import surcharge

A DECREE (No. 643/970) was issued recently in Uruguay fixing a surcharge of 15 per cent on imports of a number of motor vehicle parts. This includes the 5 per cent surcharge established by Uruguayan decree No. 510/970 of October 20, 1970 (see page 288 of *Trade and Industry* of November 18, 1970).

Inquiries from British exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

BRAZIL

Import regulations

CACEX CIRCULAR No. 327 of November 25, 1970 has amended some of the provisions of Circular No. 308 (see notice in *Trade and Industry* of December 9, 1970, page 460).

Parts, spares and accessories for machines, equipment, apparatus and instruments, and for ships, boats and aircraft, may now be imported into Brazil without an import permit provided that their value does not exceed US$2,000 (the previous limit was US$1,000).

If the value of the parts, spares and accessories exceeds US$2,000, an import permit is needed, but this may be obtained either before or after the goods reach Brazil.

An unofficial translation of Circular No. 327 may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 or 7312).

HONDURAS

Agency legislation

A NEW LAW concerning agents and distributors of commercial firms in Honduras came into effect on October 16, 1970.

The Decree, No. 50, provides that an agent of a commercial firm must be a Honduran national and hold a licence issued by the Ministry of Economy and Finance. Particular reference is made to distributors of vehicles, agricultural equipment, electrical appliances, machinery driven by internal combustion engines and other similar equipment, who must maintain a stock of spare parts for the goods they handle. The Decree also sets out conditions for modification or termination of an agency agreement and the basis for compensation in the event of arbitrary termination.

A copy of an unofficial translation of Decree No. 50 may be obtained from Export Data Branch, Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 477).

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Quota restrictions on dairy products

FOLLOWING AN investigation by the United States Tariff Commission into imports of certain dairy products (reported in the *Board of Trade Journal* of June 10 and October 21, 1970), the President of the United States has issued a proclamation which extends existing import quota restrictions to include low fat cheese, low fat chocolate, milk-based animal feeds, and ice cream.

The following quotas, effective from January 1, have been allocated to the United Kingdom for the year 1971:

Item 950.10E Cheese, and substitutes for cheese, containing 0.5 per cent or less by weight of butterfat, as provided for in items 117.15 and 117.85 of subpart C, part 4, schedule 1 of the Tariff Schedules of the United States, except articles within the scope of other import quotas provided for in this part; if shipped otherwise than in pursuance to a purchase, or if having a purchase price under 47 cents per pound: 791,000 pounds.

Item 950.16 Chocolate provided for in item 156.30 of part 10 and articles containing chocolate provided for in item 182.95, part 15, schedule 1 of the Tariff Schedule of the United States, containing 5.5 per cent or less by weight of butterfat (except articles for consumption at retail as candy or confection): 930,000 pounds.

Item 950.17 Animal feeds containing milk or milk derivatives, classified under item 184.75, subpart C, part 15, schedule 1 of the Tariff Schedule of the United States: 185,000 pounds.

Item 950.18 Ice cream, as provided for in item 118.25 of part 4, subpart D, schedule 1 of the Tariff Schedule of the United States: Nil.

Articles which were exported to the United States on a through bill of lading, or which were in bonded warehouse, but not entered, or withdrawn from warehouse, for consumption prior to the effective date will not be denied entry under the above import restrictions.

Not more than one-half of the quantities specified will be permitted entry during the first six months of the quota year. No import licences will be required for entry during the first six months of the calendar year 1971 of articles subject to quotas provided in items 950.10E and 950.16.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 475).

Report on Wilton and velvet carpets and rugs

IN A REPORT on the recent development in the trade in Wilton and velvet carpets and rugs, the United States Tariff Commission has reported to the President that the output of Wiltons and velvets in the first half of 1970 was 6 per cent less than in the corresponding period of 1969. United States imports of Wilton and velvets also declined in 1970.

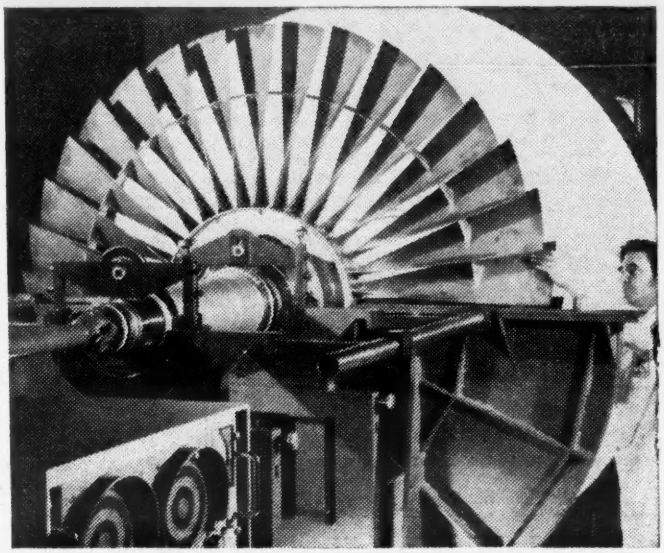
Copies of the public report (T.C. Publication No. 350) are available from the Secretary, United States Tariff Commission, 8th and E Streets, N.W. Washington DC 20436.

Further details may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2397).

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).



The initial batch of production-built Rolls-Royce RB.211 three-shaft turbofan power units is now nearing completion at the Derby factory of the Rolls-Royce Aero Engine Division. Engines for installation in Lockheed L-1011 TriStars are despatched to Shorts of Belfast for podding prior to onward shipment to the Lockheed-California Company at Palmdale. Photo shows a fan module being balanced on one of two new electronic balancing machines.

Flammable Fabrics Act—small carpets and rugs

THE *Board of Trade Journal* of April 20, 1970 gave details of a proposed United States flammability standard for small carpets and rugs.

After consideration of comments received, the United States Department of Commerce has published details of the standard for surface flammability to become effective on December 29, 1971.

British exporters may obtain further details from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455/6/7). Reference FR 29.12.70.

Motor vehicle pollution control

THE UNITED STATES Department of Health, Education and Welfare announce that a public hearing will take place on January 26, 1971 at the Customs Courtroom, 300 North Los Angeles Street, Los Angeles. This follows a request by the State of California for waiver of the prohibitions of Section 208 (a) of the Air Quality Act of 1967, which will enable the State of California to introduce standards, requirements, conditions and test procedures for 1972 and later model year new motor vehicles and new motor vehicle engines more stringent than the applicable Federal Standards.

Interested persons may submit written comments, stating whether they wish to appear at the hearing not later than January 20, 1971.

Further details may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 24.12.70.

(Continued on next page)

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UNITED STATES, *continued*

Motor vehicle safety standards

Roof intrusion protection

THE ESTABLISHMENT of minimum strength requirement for passenger car roofs is proposed by the United States National Highway Safety Bureau (advance notice of this standard was published in the *Board of Trade Journal* of October 27, 1967). The proposed effective date is January 1, 1973.

Interested persons may submit written comments to the Safety Bureau not later than April 5, 1971. Reference FR 6.1.71.

Hydraulic brake systems

THE DECEMBER 2, 1970 issue of *Trade and Industry* gave notice of proposals to amend Standard 105. The United States National Highway Safety Bureau has further decided to amend the definitions of 'anti lockup systems' and 'hydraulic brake system.' Reference FR 18.12.70.

Standard 109 – new pneumatic tyres

The United States National Highway Safety Bureau propose to amend Standard 109 to require manufacturers to label each tyre with a statement that it may or may not be retreaded and to specify more stringent tests for those tyres found suitable for retreading with proposed effective date January 1, 1972.

Interested persons may submit written comments to the Safety Bureau not later than March 1, 1971. Reference FR 29.12.70.

Further details about these notices may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

Hazardous Products Act and Regulations

THE CANADIAN Governor General in Council has amended the Hazardous Products Act and Regulations in respect of sweat shirts and chenille berets; spectacle frames made of or containing cellulose nitrate; products used in polishing, cleaning or plating metal that contain hydrocyanic acid or salts of hydrocyanic acid and are packaged as consumer products; furniture and other products intended for children; toys, equipment and other products for use by children.

Remission of duty on ballet shoes

CANADIAN ORDER in Council PC 1970-1786 provides for the remission of duty on ballet shoes of the type commonly known as pointe shoes or block toe shoes imported during the period July 1, 1970 to June 30, 1971 by or for resale to certain Canadian ballet organizations.

Remission is also granted of a proportion of the sales tax payable.

Inquiries from British exporters concerning these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457).

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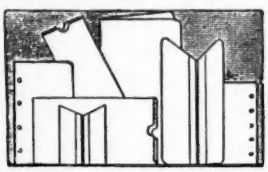
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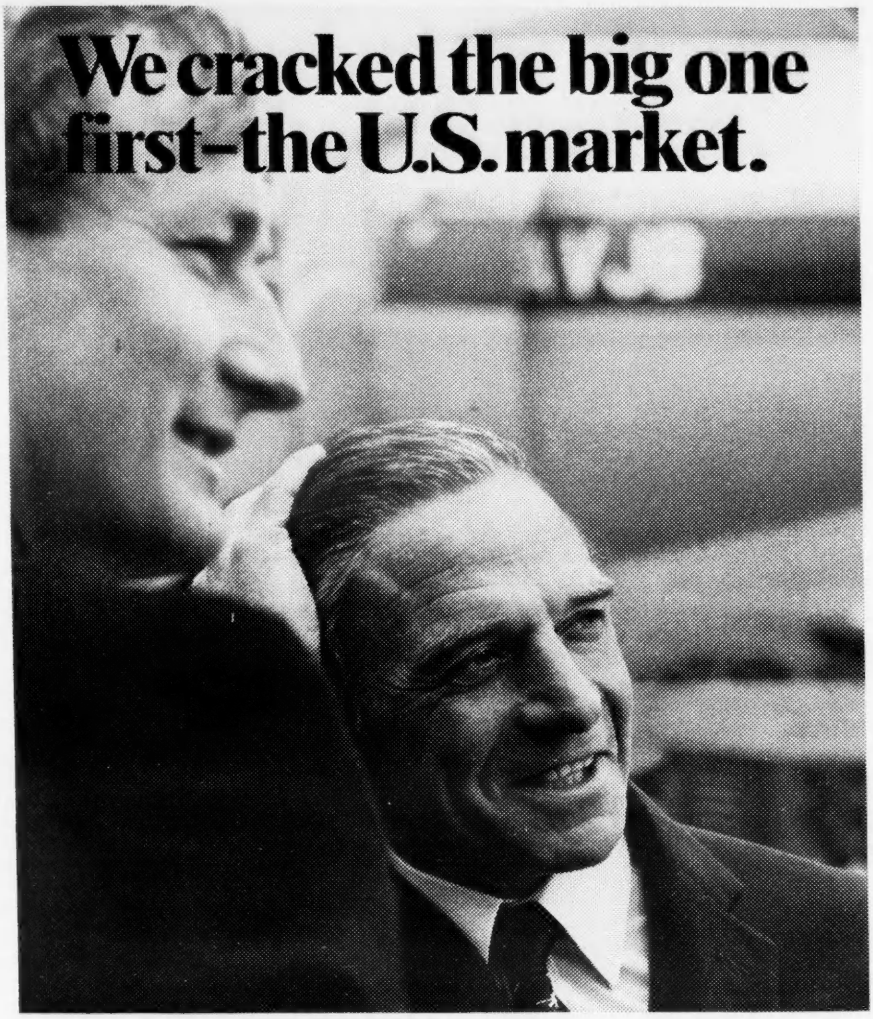

'PEOPLE said we were fools, trying to break into the U.S. market first'. How this Birmingham tap and die-making firm built a half-million pound export trade in just six years is told by their chairman and managing director, Mr N. E. M. (above right).

Interviewer: You're a young company, doing well?

N.E.M: Only six years old. Our exports are up from a thousand or two in our first years to well over half of a million in the last year.

And your first market was U.S.A.?

N.E.M: People said we were fools trying to break in there, but although the U.S. market is tough it also has the richest potential.

What was your formula for getting in?

N.E.M: Good quality products, which we have. Service that's fast and reliable. And personal contact. You must spend money sending top people there.

And credit: this is important, too?

N.E.M: The first thing they ask is, 'can we have 180 days?'—almost before they look at your product. This is where we're helped so much by the ECGD comprehensive bank guarantee. When money got tight the bank could have said 'no more'. But with the guarantee behind us we can get the money at bank rate plus $\frac{1}{2}\%$. We've lately raised over £100,000 on the back of the ECGD guarantee—covering sales to U.S., Australian and Italian subsidiaries as well as sales made direct from here. We simply couldn't have expanded our exports without this kind of help.

Are you looking at new markets now, or for deeper penetration in those where you're established?

N.E.M: Both. Our sales director is away now visiting Venezuela, Bolivia and Mexico. Another executive's going over to Japan. We're getting good results profitwise from exports, and if we want to go on expanding fast we shall have to move our export percentage up even higher, because the home market must have a limit. As long as we can keep making new contacts and financing our expansion, nothing can stop us.

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